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ABSTRACT

This report summarizes 1998 activities of the Inter-American Foundation (IAF), an independent agency of the U.S. government. The IAF promotes equitable, participatory, and sustainable self-help development in Latin America and the Caribbean by awarding grants directly to local organizations, as well as by entering into partnerships with public- and private-sector entities to scale up support and mobilize resources for grassroots development. In 1998, IAF's primary objective was to bring together communities, governments, and businesses to invest in local development. Community leaders increasingly recognize that no sector alone can confront the widespread challenge and hazards of poverty. In support of cross-sectorial partnerships, IAF awarded 84 new grants and 14 supplemental grants and carried out other program activities totaling $20 million. About 34 percent of grant funding went to food and agriculture programs; 26 percent to enterprise development/management; 21 percent to education and training programs; and the remainder to community services, research and dissemination, and ecodevelopment. Educational programs included strengthening community rural schools, training health promoters and day care workers, vocational and technical training for youth, increasing participation of indigenous peoples in local governments, business education, agricultural education, leadership training, and health promotion and training. This report briefly describes new and supplemental grants by country, corporate outreach initiatives, fellowship programs, and IAF publications and videos, and summarizes financial information. (Contains many photographs.) (SV)

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1998 IN REVIEW

Inter-American Foundation

Investing in Development

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Cover: Harvesting cacao beans in the Dominican Republic. Small scale farmers, like Maimon Bonao, can participate in global markets through projects that expand production, improve processing, provide credit, and help them access markets with private-venture partners who see the value of investing in development. (Photo: Sean Sprague)

Opposite: (Photo: Jim Adriance)

1998 IN REVIEW

Inter-American Foundation

October 1, 1997 to September 30, 1998

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Inter-American Foundation

1998 In Review

The Inter-American Foundation (IAF), an independent agency of the United States government, was created in 1969 as an experimental U.S. foreign assistance program. The IAF works in Latin America and the Caribbean to promote equitable, participatory, and sustainable self-help development by awarding grants directly to local organizations throughout the region. It also enters into partnerships with public- and private-sector entities to scale up support and mobilize local, national, and international resources for grass-roots development. From all of its innovative funding experiences, the IAF extracts lessons learned and best practices to share with other donors and development practitioners throughout the hemisphere.

The IAF is governed by a nine-person Board of Directors appointed by the President of the United States. Six members are drawn from the private sector and three from the federal government. The president of the IAF is appointed by the Board of Directors.

The Foundation's operating budget consists of congressional appropriations and funds derived through the Social Progress Trust Fund. The IAF's Fiscal Year 1998 operating budget was $30 million. Since 1972, the IAF has made 4,157 grants totaling $480 million. The Foundation's 57 staff members are based in Arlington, Virginia.

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Photos, left to right: Patrick Breslin, Sean Sprague, Emma Rodriguez, Daniel Cima

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(Photo: Sean Sprague)

Letter from the President

Business as a partner in development has become a core tenet of the Inter-American Foundation's program. In 1991, the Foundation began to pursue this innovative approach to development by promoting partnership formations with private sector entities to co-finance grassroots development efforts. Most of the Foundation's initial efforts to leverage more resources for grassroots development were directed at Latin American and Caribbean companies. These first attempts were successful, resulting in a variety of collaborative ventures with the business sector in Venezuela, Argentina, Colombia, and Peru.

The notion that the private sector in Latin America and the Caribbean would invest in local development has proved worthwhile. Business executives increasingly recognize that their companies' participation in development programs at the local, community level is essential to the future well-being of their societies. Leaders in the business community realize that social investment is not charity, but a form of enlightened self-interest that yields dividends. The benefits of social investment are mutual, since business reaps financial benefits from social investments that contribute to healthy, stable, and democratic societies. These are the necessary conditions to ensure open markets, free trade, and genuine sustainable development.

Leaders in the business community realize that social investment is not charity, but a form of enlightened self-interest that yields dividends.

I am convinced that the international corporate community can, through social investment, also play a pivotal role in support of grassroots development in those societies where these corporations conduct business. Moreover, I believe the Inter-American Foundation can be a catalyst and a resource for companies that choose to invest in sustainable and genuine local development efforts.

To this end, the Foundation initiated a program in Fiscal Year 1998 to promote social investment by international corporations, especially U.S. companies, that operate in Latin America and the Caribbean. In short, the Foundation's Corporate Outreach Initiative seeks to establish co-financing partnerships with U.S. and other international corporations to support grassroots development. Programs are generated using the Foundation's methodology, project selection criteria, and results tracking and measurement system.

Corporations, by their very nature, seek the highest return possible on their investments, whether business or socially focused. With nearly three decades of grassroots development experience, the Foundation is well positioned to help corporations maximize the return on their social investments. Primarily through the use and transference of its proven methodology and expertise, the Foundation can greatly enhance a corporation's ability to target social investments in a manner that produces the most effective, sustainable, and measurable results possible.

The Inter-American Foundation's Corporate Outreach Initiative is premised on the assumption that the corporate community is ready to engage in meaningful social investments overseas. I believe this assumption to be true, and the results of the Foundation's work for Fiscal Year 1998 testify to its validity. Although the Foundation's Corporate Outreach Initiative has been underway for less than a year, two U.S. corporations with global operations have entered into co-financing partnerships with the Foundation to support local development programs in Latin America and the Caribbean. One is AMOCO Corporation, a major international oil company and the other, AES Corporation, is the largest private supplier of electrical power in the world. Both corporations are actively committed to social responsibility. The Levi-Strauss Foundation also made a financial donation directly to the Inter-American Foundation to support projects in Mexico. As I write, several other co-financing opportunities are in the negotiation stage and should be subjects of the Foundation's 1999 Year in Review.

As public resources and U.S. foreign assistance diminish, corporate social investment will be an increasingly important source of support for development and democracy building at the grassroots level. Likewise, the

growing global economy is changing the nature of development. In 1990, the total of direct foreign investment in developing countries was more than external aid from all sources. By 1998, private sector investment in developing countries was five times greater than in 1990, far surpassing the rate of external assistance.

Clearly, the private sector should not be ignored as a tool for development. For that reason, the Foundation's development strategy seeks to bring together business and the more traditional agents of development, the public and the non-governmental sectors, in support of development projects traditionally funded by the Foundation. In Latin America, non-governmental organizations over the past 15 years have been essential to the consolidation of democracy and state reforms. Non-governmental organizations can provide insight into the economic, social, environmental, and political challenges confronting communities, and suggest creative solutions to those problems. This is an axiom the Inter-American Foundation introduced to the development world in 1976, in the manual, *They Know How...*, which is as applicable today as it was over 20 years ago.

The growing global economy is changing the nature of development. In 1990, the total of direct foreign investment in developing countries was more than external aid from all sources. By 1998, private sector investment in developing countries was five times greater than in 1990, far surpassing the rate of external assistance.

When non-governmental organizations and business collaborate with government, together they can ensure that innovations engineered through partnerships enter the mainstream and contribute to better governance. At the Inter-American Foundation, we believe that harnessing the capacity of partnerships among the corporate, non-governmental, and public sectors fuels efforts to reduce poverty and builds healthy societies in developing countries. In sum, these partnerships contribute significantly to sustainable development.

The Inter-American Foundation is firmly committed to apply its resources and expertise to encourage local, U.S., and other international corporations to support community development efforts in Latin America and the Caribbean. A special emphasis of this effort will be placed on the U.S. corporate community, which has much to offer and much to gain in helping strengthen societies in Latin America and the Caribbean—the fastest growing market in the world for U.S. goods and services.
I look forward to building on the Foundation's success in the establishment of partnerships with the corporate community and expanding the resources available for grassroots development. We all gain from investing in development.

George A. Evans
President

(Photo: Daniel Cima)

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Overview 1998

Bringing together communities, governments, and businesses to invest in development was the primary objective of the Inter-American Foundation (IAF) in Fiscal Year 1998. The IAF redoubled its efforts to support those organizations forging innovative cross-sectoral alliances because these partnerships have become a valuable tool for sustainable development in Latin America and the Caribbean. Partnerships complement the economic and social transformations that are the consequence of democratization, decentralization, privatization, and shifting responsibilities between state and society.

While each country in the region has its particular circumstances, there has been a general trend in the last decade towards localized decision-making. As a result, a community dynamic has emerged based upon the increasing authority of local government and a strengthened civil society comprised of business associations, trade groups, neighborhood organizations, non-governmental organizations (NGOs), and private foundations. Democracy in the region has been invigorated by the increasing number of mayoral elections. Previously, mayors in several Latin American and Caribbean countries were appointed to their positions. At the local level public, private, and non-governmental entities have become more pro-active in determining their common welfare. For them, poverty remains the primary challenge in a region where approximately 150 million people, one out of every three individuals, currently live on less than $2 a day.

Partnerships complement the economic and social transformations that are the consequence of democratization, decentralization, privatization, and shifting responsibilities between state and society.

Community leaders increasingly recognize that alone, no sector can confront the hazards of poverty: environmental degradation, illiteracy, poor housing, malnutrition, poor education, and inadequate health care. Working together, however, each sector can contribute its comparative advantage and resources for the benefit of the whole, and thus establish a pattern of growth. In support of these partnerships, the IAF obligated 84 grants, 14 grant supplements, and carried out other program activities totaling $20 million in support of development strategies that engaged diverse partners in grassroots initiatives. The following are examples of these creative alliances at work:

In El Salvador, the Fundación Salvadoreña de Apoyo Integral (FUSAI), a multiple service foundation that specializes in credit and self-help housing, is coordinating a successful model of collaboration. FUSAI, together with the city government of Nejapa, El Salvador, the Consejo para el Desarrollo de Nejapa (CDN), comprised of 52 community organizations, eight cooperatives, and four NGOs, as well as two local businesses, Nejapa Power/Coastal Technologies and EMBOSALVA/Coca-Cola, established a local development fund to finance and leverage resources for priority community projects. Together they participate in all decisions related to the management of the fund, which was capitalized by an IAF grant and matching contributions by the two enterprises. Initial projects include the reforestation of the Campantepeque Hill surrounding the town of Nejapa, and a housing program that will benefit 780 families. The projects will leverage municipal funds and resources from the National Fund for Popular Housing, in addition to the support of the community. The Swedish government has signaled its intention to provide additional capital to the fund.

For over 50 years, ARCOR, s.a.i.c., a candy manufacturer with headquarters in Córdoba, Argentina, with annual sales over US$ 1 billion, had the tradition of encouraging its employees to contribute to their community through activities such as volunteering in fire departments and helping to build schools and health clinics. In 1991, ARCOR formalized this philanthropic ethic and launched the Fundación ARCOR. The Fundación ARCOR has established a development fund to provide small grants to community organizations and NGOs located in Córdoba. These NGOs work on health and nutrition issues affecting disadvantaged youths and offer them vocational training.

In Guatemala, the Asociación de Comités de Desarrollo Rural Temalense (ACODERT), is working with the San Juan Agroexport Company to increase the income of ACODERT's low-income, farm-family members. In this partnership, ACODERT provides small loans for the installation of micro-irrigation systems and working capital for farming and livestock. San Juan Agroexport Company provides supplies, technical assistance, and export markets for ACODERT's production.

The IAF has composed its partnership approach to work in harmony with the grassroots methodology it advanced over 25 years ago. Grassroots development acknowledges that the people closest to the problems of poverty can offer sound solutions, insights, as well as the drive to work themselves out of their circumstances. When local government and local businesses are brought into the equation, they bring facilities, management skills, technical expertise, and financial resources. Beyond the obvious material advantages of such collaborations, the non-material benefits of private and public sector contributions are invaluable. The influence of a local mayor to overcome bureaucratic intransigence and channel government efforts to build a health clinic leaves more time for the other partners to implement a plan and adapt it to the community's needs. The synergy that emerges when businesses and NGOs recognize that a mutually beneficial relationship can generate social improvement and profit is unique to the partnership solution and can encourage progress. Businesses discover that social investment can be a bridge for community relations, improve their rapport with the public sector, build mar-

Looking from her window onto the world. At risk youth can escape a depressing destiny thanks to public-private partnerships that support education and health projects for disadvantaged youths. (Photo: Danial Cima)

ket recognition, and resolve issues that affect employee morale and productivity. Moreover, when government and local business invest in development they assume another role and become guarantors of community progress.

Sustainability is a goal that complements each IAF initiative, to ensure that the achievements made in a single project can continue, independent of external assistance. In IAF projects, partnerships are increasingly demonstrating the potential to create the internally driven momentum that makes a project sustainable. Finally, communities bound together in partnerships are not only an outgrowth of democratization, but also a means of encouragi g a virtuous cycle of strengthening the social contract and participatory practices among citizens.

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Highlights from the various IAF offices in Fiscal Year 1998 illustrate the IAF's contribution in Latin America and the Caribbean to promote the value of equitable, participatory, self-help development.

Office of Programs

In Fiscal Year 1998, the IAF awarded grants to organizations working to support: agriculture, enterprise development, education, research, community services, and ecodevelopment efforts. The grants in each of these areas employ social investment or local development strategies and build partnerships. Since 1971, the IAF has supported over 3,500 NGOs throughout Latin America and the Caribbean.

When government and local business invest in development they assume another role and become guarantors of community progress.

Agricultural projects are particularly well suited to the local development strategy. Moreover, rural populations are often the most disadvantaged for lack of access to social services and diverse economic opportunities. Therefore, in Fiscal Year 1998 the IAF focused 34 percent of its program resources on food production and agriculture projects. The primary project beneficiaries included small-scale farmers, livestock producers, and landless agricultural laborers. As an example, in Peru the IAF supports the Asociación ARARIWA para la Promoción Técnico-Cultural Andina to carry out a project in collaboration with four municipal development committees, farmers' groups, and the International Potato Center. Together these partners will promote the application of integrated pest management techniques to increase incomes and food consumption for 600 families in isolated areas near Cusco. In Brazil the IAF supports a farmers' cooperative, COOPAVIVA, which works with 540 families and collaborates with five municipal governments to provide training and help farmers establish a means of processing and marketing their crops by expanding the farmers' network. This not only increases access to markets, training, and technology, but also binds a community together through an investment in the common welfare.

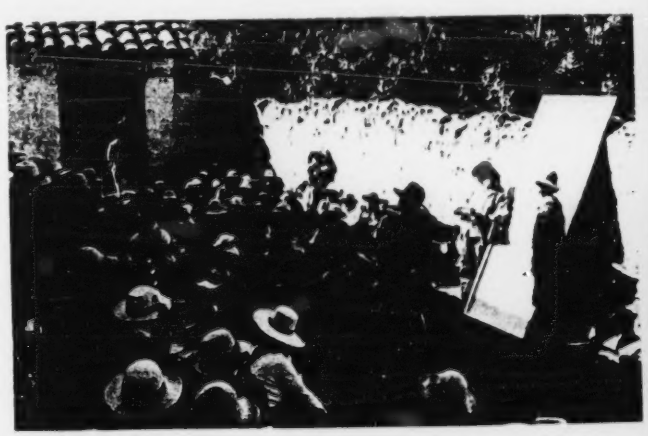
Enterprise development, which represents 26 percent of the IAF's program budget, works with small businesses and organizations. Projects in this area carry out activities such as training, technical assistance, and credit programs. In Mexico, through a foundation established by local entrepreneurs, Fundación del Empresariado Chihuahuense (FECHAC), the IAF is supporting the creation of 75 community banks throughout the northern state of Chihuahua. FECHAC provides small loans to support 750 micro-enterprises, and will mobilize $300,000 for additional loan capital. Working with women, youth, and the local indigenous population, this project brings together businesses and community organizations to reduce poverty.

Education and Training received 21 percent of the IAF Fiscal Year 1998 program budget. IAF projects in this area range from support for pre-schools to vocational schools for youths and adults. Through the Asociación para la Educación Básica (EDUCA), the IAF supports the establishment of 30 community-managed schools in three low-income districts in Santo Domingo, the capital city of the Dominican Republic. By working together with the parents, local business, the municipal government, and education authorities, EDUCA intends to benefit 1,500 children. In Panama, with an IAF grant, the Asociación Fe y Vida, is constructing a vocational training center to give lessons to local youth in welding, carpentry, refrigeration, and electronics. Working with 1,000 youths from the poorest neighborhoods of Panama City, the project will help place graduates in meaningful jobs.

Office of External Affairs

Through the Corporate Outreach Initiative, the Office of External Affairs has led the IAF's efforts to establish co-financing partnerships with international corporations and thereby increase the amount of resources available for grassroots development. As a new program, and a major addition to the IAF's Social Investment Strategy in Fiscal Year 1998, the Corporate Outreach Initiative met with considerable success. Several US-based corporations with subsidiaries or important markets in the Americas have invested resources to support grassroots and local development programs through various forms of collaboration with the IAF.

As we approach the twenty-first century, thriving corporations understand best that investing in development is beneficial. A new business ethic is flourishing that balances the interests of the investors, customers, employees, business partners, local communities, and the corporations themselves. Innovative companies realize that they gain better-informed business decisions, loyalty, enhanced corporate and brand reputation by making social investments. These contribute to long-term profitability and improved



Centro de Información y Desarrollo Integral de la Autogestión (CIDIAG) meeting in the Ancash region of Peru. (PU-473). (Photo: Courtesy SASE, Lima, Peru)

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conditions for a growing global society. The Office of External Affairs promotes this message and seeks out corporations that have already adopted these imperatives as their own.

In one venture Kimberly Clark, Corporativo Machado, a Mexican sugar company, and the IAF provided funding to the Fundación Comunitaria de Oaxaca, A.C. (FUNCOM), to promote collaboration among business, government, and community organizations, and to mobilize local resources for sustainable grassroots development projects. In another alliance across the Atlantic, the IAF and the Prince of Wales Business Leaders Forum (PWBLF) formally agreed to collaborate on projects throughout Latin America and the Caribbean. The PWBLF is an international non-profit organization that promotes the practice of good corporate citizenship for the benefit of business and society. In July 1998, the PWBLF conducted a training program for IAF staff and representatives from Pact, Ashoka, Centro Mexicano para la Filantropía, the business association Perú 2021, and the Instituto Tecnológico y de Estudios Superiores de Monterrey on "How to Engage Business in Social Investment" and "How to Establish and Maintain Partnerships." In Fiscal Year 1998 both the IAF and PWBLF collaborated to prepare a Spanish language training manual on partnerships.

In advancing corporate outreach the IAF works to showcase examples of productive alliances that build networks among partners. At the Business and Social Responsibility: the Americas Conference, the IAF presented examples of corporate responsibility by organizing a panel on "Business as a Partner in Social Development" with representatives from the PWBLF, Perú 2021, and the Fundación Corona from Colombia. The IAF co-sponsored a two-year "Encuentros Program" of North-South exchanges of experiences in partnerships for poverty reduction in conjunction with the MacArthur Foundation, Vesper Society, and Instituto Internacional de Medio Ambiente y Desarrollo, a network of urban Latin American NGOs, and the Economic Development Institute of the World Bank. The IAF also participated in the World Bank's Business Partners for Development (BPD) initiative, a network of business, civil society, and government, whose objective is to produce solid evidence on the positive impact of cross-sector partnerships.

Office of Learning and Dissemination

With an array of projects to increase incomes, improve living conditions, better capabilities of communities to plan their future and instill habits of democracy—how does the IAF measure the actual impact of its grants? Through the Research and Evaluation Unit in the Office of Learning and Dissemination, the IAF examines grants to distill lessons learned and apply them in future projects and in the formulation of development strategies. Data collected from surveys, interviews, and on-site visits to the projects are organized in the Grassroots Development Framework (GDF). The GDF serves as a methodological guide of quantitative and qualitative information on IAF grants. In Fiscal Year 1998, the IAF identified core indicators that will be studied to track the progress of projects. In addition, several changes were introduced to the GDF and research practices to enhance data collection.

A girl learns embroidering of mats and wall hangings that will be used to boost family income. Colombia (CO-466). (Photo: Emma Rodriguez)

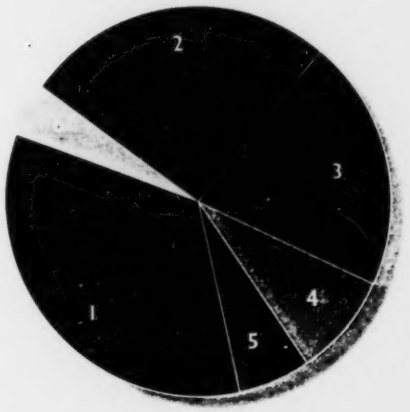
To prepare the next generation of leaders in development, the IAF has three fellowship programs for graduate students to support field research projects and career programs that promote innovative initiatives in social investment and local development. Since 1974, when the IAF announced its first fellowship competition, the IAF has supported the work of over 900 development specialists. In Fiscal Year 1998, the Fellowship Program approved 45 fellowships. The IAF awarded grants of $563,000, to which universities and fellows contributed over $455,000 in counterpart funds. Approximately 70 percent of the Fellowship grant budget was awarded to citizens of Latin America and the Caribbean.

The creative research that the IAF supports through its fellowships further documents the results and progress of partnerships. The career development that IAF fellowships support also expands the cadre of Latin American and Caribbean professionals who employ these developmental tools in their home countries. For example, one doctoral Fellow from Brazil, at Pennsylvania State University, is studying partnerships among indigenous communities, NGOs, and local and national government agencies that foster local fishery self-management in the Brazilian Amazon. In the Master's field research program, a U.S. Fellow from the Massachusetts Institute of Technology is focusing on partnership models between small-scale farmer organizations and municipal governments to increase agricultural income by improving their access to local marketplaces managed by municipal governments in El Salvador. In the IAF U.S. Graduate Study Program for Latin American and Caribbean Citizens, a Fellow from Panama will complete a Master of Business Administration degree at the University of Notre Dame, and then will return home to promote partnerships among banks, corporations, and NGOs to support micro-credit programs to micro-entrepreneurs.

In Fiscal Year 1998, the IAF tailored its dissemination activities to complement the needs of the Corporate Outreach Initiative. One issue of the journal, *Grassroots Development 21, no. 2 (1998)*, focused exclusively on social investment, and was distributed globally to over 27,000 readers. Several journal articles illustrated methods, mechanisms, and models that employed social investment in Latin America and the Caribbean. The Dissemination Unit also launched the IAF Website in English, Spanish, and Portuguese. With detailed explanations of the IAF development strategy and instructions on how to apply for a grant or a fellowship, the Website offers an economical and efficient means of communicating IAF information, casting a wider net to potential IAF grantees and fellows.

In the early 1970s the IAF pioneered the concept of fostering development at the grassroots level using participatory, self-help initiatives to help communities reduce poverty and improve their living conditions. Building on that original methodology of responsive and participatory development, the IAF today is supporting partnerships in social investment and local development throughout Latin America and the Caribbean.

Foundation Program Profile – Fiscal Year 1998



Primary Program Area

	Amount	Percent
1. Food Production/Agriculture	6,138	34.2%
2. Enterprise Development/Management	4,693	26.1%
3. Education/Training	3,734	20.8%
4. Community Services	1,548	8.6%
5. Research/Dissemination	1,072	6.0%
6. Ecodevelopment	788	4.4%
TOTALS:	**17,973**	**100.0%**

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Financial and Statistical Information

GRANTS BY COUNTRY

	1998			1972-1998	
	New Grants	Grant Renewals	Amounts* (1998)	Total Grants	Amounts (1972-1998)
Anguilla	0	0	0	1	3
Antigua & Barbuda	0	0	0	8	507
Argentina	4	0	1,196	207	24,639
Bahamas	0	0	0	7	144
Barbados	0	0	0	11	925
Belize	0	0	0	78	3,959
Bolivia	10	2	2,203	231	27,467
Brazil	3	2	843	313	34,484
Chile	0	1	11	256	42,051
Caribbean Region	0	0	0	60	6,692
Colombia	3	1	1,012	289	36,547
Costa Rica	0	1	94	215	14,989
Dominica	0	0	0	75	2,282
Dominican Republic	8	0	852	206	19,622
Ecuador	3	0	711	155	20,713
El Salvador	8	1	2,133	156	19,815
Grenada	0	0	0	17	540
Guatemala	4	0	880	152	21,013
Guyana	0	0	0	7	294
Haiti	6	1	773	119	12,164
Honduras	3	0	907	142	19,337
Jamaica	0	0	0	66	3,733
Latin America Region	0	1	8	121	10,271
Mexico	10	1	2,143	292	37,015
Montserrat	0	0	0	1	3
Netherland Antilles	0	0	0	2	126
Nicaragua	2	0	541	132	18,096
Panama	3	0	519	182	20,586
Paraguay	0	0	0	139	17,379
Peru	7	1	1,648	214	33,975
St. Kitts & Nevis	0	0	0	6	541
St. Lucia	0	0	0	12	696
St. Vincent	0	0	0	12	746
Suriname	0	0	0	5	347
Trinidad & Tobago	0	0	0	13	842
Turks & Caicos	0	0	0	2	12
Uruguay	0	0	7	127	16,623
Venezuela	10	2	1,604	128	11,534
TOTALS:	**84**	**14**	**18,085****	**4,157**	**480,712**

* in thousands of dollars

** includes $17,973,000 for grants and $112,000 for audits

Funds Available to the Foundation

The United States Congress annually appropriates funds for use by the Inter-American Foundation pursuant to the Foreign Assistance Act of 1961. The Foundation's other funding source is the Social Progress Trust Fund administered by the Inter-American Development Bank. The Social Progress Trust Fund consists of the repayment of loans originally made by the U.S. government through the Alliance for Progress to various Latin American and Caribbean governments and institutions. The Foundation has access to the Fund pursuant to legislation enacted by the U.S. Congress in 1973.

Congressional Appropriations

Congressional appropriations are used for both program and administrative expenses. Congress appropriates money annually for a fiscal year that begins on October 1 and ends on September 30.

FY 1989	$16.6 million
FY 1990	$16.9 million
FY 1991	$25.0 million
FY 1992	$25.0 million
FY 1993	$30.9 million
FY 1994	$30.9 million
FY 1995	$30.9 million
FY 1996	$20.0 million
FY 1997	$20.0 million
FY 1998	$22.0 million
FY 1999	$20.6 million

Social Progress Trust Fund

Social Progress Trust Fund resources are used for program expenses. The funds are available in the national currencies of 15 countries in which the Foundation supports projects; in each case, the currency is used only for the benefit of the country of origin. Funds are used to finance activities in agriculture, education and training, health, housing, land use, small business, and technical assistance. A new agreement for 1995-2000 funds was signed on August 10, 1995.

1992-1994	$24.6 million
1995-2000	$44.0 million

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Country Reports

ARGENTINA

New Grants

Fundación Universidad Nacional de General Sarmiento (FUNAS), $250,300 over three years, to strengthen the capacity of local private and public institutions to participate in the design and implementation of public policies for local development. FUNAS will facilitate alliances among local government, community organizations and business, and develop innovative models of cooperation between organizations from the public and private sectors. (AR-320)

Federación Asociaciones Centros Educativos para la Producción Total (FACEPT), $300,000 over three years and six months, to strengthen 10 community rural schools by establishing a revolving loan fund for income-generating activities managed by parent, teacher, and student associations; provide training and technical assistance for income-generating activities; establish alliances with local businesses to mobilize resources for local development; and replicate the rural community school-model in other communities. (AR-321)

Colegio Mayor Universitario (CMU), $251,000 over three years, to build two health centers, two day-care units, two multipurpose community centers, and 140 low-income housing units in the poor communities of Santa Fe, Villa Oculta, and San Pantaleón. These centers will train 80 health promoters, provide day-care services for 750 children under four years of age, feed 600 children under 12 years of age, prepare 69 community leaders, and provide job training for 120 low-income people. (AR-325)

Young beneficiaries of the Colegio Mayor Universitario (CMU) project, a combination day care center and soup-kitchen for children, Jardín Materno Infantil, Casa de los Niños "Monigotes," Villa San Pantaleón, Argentina (AR-325). (Photo: Courtesy Servicio de Apoyo Regional, Argentina)

Asociación Civil Nortesur (Nortesur), $394,590 over three years, to install management information systems and train municipal employees in database management and research. This project will also provide basic services to at-risk populations in income-generation, literacy, and housing improvement. This project will benefit 180 municipal technicians, 1,100 poor families, and 80 civic organizations in the municipalities of Canuelas, Reconquista, Rivadavia, and San Francisco. (AR-327)

Subgrants Approved in FY98 by Established In-Country Funds

Fundación ARCOR, $240,000 over three years, to establish a development fund known as FEPIC to provide small grants to community organizations and non-governmental organizations (NGOs) located in the Province of Córdoba. These non-governmental organizations work on health and nutrition issues with disadvantaged youth, and offer vocational and/or technical training to young people. (AR-315) Obligated in FY97.

Fundación CLACYD
(Córdoba, Lactancia, Alimentación, Crecimiento y Desarrollo)
$25,412
Health

Cooperación de Promoción y Consumo Concondur Ltda.
$21,080
Youth

Servicio de la Acción Popular
$25,638
Training

Fundación Juan Minetti, $294,200 over two years, to establish a cooperative development fund to be known by its Spanish name, Tendiendo Puentes. As the name implies, the fund will bridge the gap between the business sector and non-governmental civil society organizations to encourage private sector financing for local level projects aimed at poverty reduction. The fund will also attract the support of other corporations and foundations, includ-

ing U.S.-based business, thereby promoting greater corporate social responsibility within the private sector and contributing to the development of more sustainable development financing mechanisms. (AR-322) Obligated in FY97.

Fundación para la Promoción de Áreas Rurales
$8,496
Non-formal education

Fundación Pedro Milesi y Biblioteca Popular Bella Vista
$13,800
Non-formal education

Centro de Comunicación Popular y Asesoramiento Legal
$12,700
Training

Servicio de la Acción Popular
$14,590
Training

Cooperativa de Vivienda y Servicios Asistenciales para los Habitantes de la Villa La Merced
$15,000
Non-formal education

Caritas Arquidiocesana de Córdoba
$14,940
Non-formal education

Fundación Jean Piaget
$15,000
Education

Servicio en Promoción Humana
$14,955
Health and Education

BOLIVIA

New Grants

Taller de Historia Oral Andina (THOA), $198,100 over three years, to undertake a program of local development to increase the participation of Aymara communities in three local governments in the altiplano provinces of Aroma and Muñecas. The activities will empower the indigenous organization, *ayllu*, to foster participation through activities in training, mapping, redistricting, diagnostic studies, community planning, and women's promotion. Through this role the *ayllus* will have access to municipal government development resources to be utilized for community investments in pasture and genetic livestock improvements, small irrigation works, wells, reforestation, and eco-tourism programs. (BO-457)

Centro de Servicios Múltiples Educativos (CEMSE), $245,000 over three years, to carry out an educational reform program benefiting 8,000 low-income students from ten high schools in the city of La Paz. Through teacher and parent training, the creation of educational materials and curriculum changes, CEMSE will attempt to lower school drop-out and failure rates and raise academic performance, improve student health, and create greater involvement of local school boards and the municipal government in educational planning. (BO-462)

Programa de Coordinación en Salud Integral (PROCOSI), $392,531 over three years, to mobilize public and private sector resources in Bolivia and internationally. These resources will be used to establish a fund for food security and local development to support approximately 30 community-based and managed projects to improve the food security of 5,000 poor families, especially women and children, in 15 impoverished municipalities throughout Bolivia. (BO-463)

Grupo de Asesoramiento Multidisciplinario en Medio Ambiente y Agroecología (GAMMA), $199,635 over three years, to provide training and technical assistance and mobilize community and municipal resources to construct 300 watering holes and irrigate 384 hectares of pastureland for 380 Aymara herding families in the municipality of Choquecota. These activities will significantly augment the economic security of low-income herders who raise sheep and llamas in these remote communities. (BO-464)

Servicios Alternativos para la Producción (JATHA), $119,622 over two years, to mobilize $68,471 from beneficiaries and municipal sources to implement eight small-scale pasture and crop irrigation systems. This will enable 62 families in two altiplano communities to increase their dairy production, incomes, and collaborate with other dairy producers and a local private dairy plant to increase production for local markets. (BO-465)

(Photo: Courtesy Servicio de Apoyo Regional, Argentina)

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Centro de Investigaciones de Energía y Población (CIEP), $200,895 over three years, to negotiate an additional $84,790 from municipal, private, and international donors to establish artisan training and sales centers. At these locales, nearly 1,000 indigenous artisans will train to improve their design and production techniques and thereby increase artisan production and income in the municipalities of Batallas, El Alto (La Paz) and Challapata (Oruro). This project will work with local development strategies already in place, which link pottery and textile production, tourism, and international trade. (BO-466)

Integración de Comunidades Aymarás de Bolivia (ICAB), $91,810 over two years, to raise an additional $45,355 from community and municipal sources in the municipality of Carabuco to improve agricultural and livestock production and marketing in 24 Aymara communities. In addition, ICAB will assist 237 communities in Batallas, Tihuanacu, Sica Sica, and Calacoto to carry out participatory community assessments of priority needs, define local development plans, and negotiate with municipal, national, and international sources to finance specific projects identified in these plans. (BO-467)

Centro de Acción Social para el Desarrollo Comunitario (CASDEC), $207,560 over three years, to assist 350 families and 10 community organizations in the municipality of Tiraque to address problems of poverty, environmental degradation, and depletion of natural resources through a program of integrated natural resource management and improved agriculture and livestock production. (BO-469)

Fundación para la Autogestión y el Medioambiente (FUPAGEMA), $243,135 over three years, together with Apoyo al Desarrollo Sostenible Interandino (Kurmi), to mobilize $46,040 from the municipality of Independencia and $81,580 from the Peasant Organizations of Independencia and Charawaytu. This funding will enable a partnership project to improve the use of water, soil, and forest resources for 1,500 families in 30 indigenous communities in 10 watershed areas in Independencia, Cochabamba. (BO-470)

Supplemental Grants Over $10,000

Asociación Nacional Ecuménica de Desarrollo (ANED), $127,640 over one year, to continue operating a leasing fund that provides poor rural communities with access to machinery and equipment. This will support community development processes linked to improved technology. (BO-454-A1)

New Grants to Establish In-Country Funds

Fundación Inti Raymi (FIR), $169,995 over 18 months, to fund local development projects in the provinces of Cercado and Saucari in the state of Oruro, mobilize additional financial and technical resources to complement activities supported through the fund, and study and promote the practice and potential for business social investment in Bolivia. (BO-461 and BO-461-A1)

Subgrants Approved in FY98

Comité de Electrificación Canton Sillota
$30,000
Improve Productive Infrastructure

Comité de Agua Vilacara
$5,192
Water and Sanitation Installation

Comité de Riego Tijllacagua
$11,097
Improve Productive Infrastructure

Sistema de Agua para Consumo Humano Vilacara
$5,192
Improve Productive Infrastructure

Construcción de Vigiñas Challavito
$5,070
Improve Productive Infrastructure

Construcción de Vigiñas Pozos de Agua Nueva Llallagua
$7,860
Improve Productive Infrastructure

Construcción de Vigiñas Tres Cruces
$12,168
Improve Productive Infrastructure

Construcción de Zanjas de Infiltración y Siembra de Pastos Nativos
$8,472
Improve Productive Infrastructure

Construcción de Vigiñas Lajma
$5,577
Improve Productive Infrastructure

Construcción de Vigiñas Burguillos-2
$5,577
Improve Productive Infrastructure

Construcción de Vigiñas Collpahuma
$6,253
Improve Productive Infrastructure

Construcción de Vigiñas Toma Toma
$5,070
Improve Productive Infrastructure

Subgrants Approved in FY98

Asociación Nacional Ecuménica de Desarrollo (ANED), $82,310 for over one year, to establish a leasing fund for rural development. The project will also obtain an additional $200,000 in local funds to provide joint ANED-IAF financing and monitoring of 100 leases for agricultural machinery and technological improvements such as water pumps, motors, and storage facilities. These investments will improve agricultural production and enhance the marketing capabilities among peasant associations that have members with an average annual family income under $1,500. (BO-454) Obligated in FY96.

In-Country Funds

Leasback E. Quispe
$5,000
Purchase of Mechanized or Light Equipment

Leasing Tractor Domingo Vargas
$6,250
Tools for Agricultural Production

Leasing Camión Petersen M.
$9,702
Purchase of Mechanized or Light Equipment

Leasback Artesano CIEP
$8,000
Purchase of Mechanized or Light Equipment

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Motobombas Oruro 3
$12,672
Purchase of Mechanized or Light Equipment

Tractor Tastaca
$10,650
Purchase of Mechanized or Light Equipment

Segadores
$10,650
Tools for Agricultural Production

Motobombas Oruro
$31,464
Purchase of Mechanized or Light Equipment

Grupo Guayacan
$33,240
Purchase of Mechanized or Light Equipment

BRAZIL

New Grants

Centro de Assessoria e Estudos Urbanos (CIDADE), $197,985 over two years, for a local development program in the city of Porto Alegre to collaborate with the local government in development projects and provide training and technical assistance to community residents and government workers in the municipal budget process. CIDADE will also develop educational materials on these programs, including a Web site, to meet the demand for information from the public sector, both locally, nationally and internationally. (BR-762)

Federação de Orgãos para Assistência Social e Educacional (FASE), $202,350 over two years, for a local development program in three metropolitan areas to collaborate with municipal governments and provide training and technical assistance to community residents and government workers. Trainees will be instructed in the use of participatory mechanisms to resolve infrastructure and human service problems. (BR-763)

Cooperativa de Comercialização de Produtos Agro-industriais de Vila Valério (COOPAVIVA), $152,700 over two years, to execute a local development project to provide training and technical assistance to small-scale agricultural producers. COOPAVIVA will also establish a cooperative for processing and marketing fresh and processed fruit and other agricultural products in the state of Espírito Santo. The project will reach 540 producer families directly and affect hundreds more through a collaborative program with five municipal governments to improve production and marketing levels and increase income among local producers. (BR-770)

Drawn from several communities, these workers have united to build this agro-industry building project that will benefit their respective communities. An IAF funded project in concert with Cooperativa de Comercialização de Produtos Agro-industriais de Vila Valério (COOPAVIVA), in Espírito Santo, Brazil (BR-770). (Photo: Courtesy Sal da Terra)

A young artisan beneficiary of the Red Rural de Organizaciones Privadas de Desarrollo (Red Rural), which channels small amounts of financial resources to rural and urban groups to implement productive projects, such as this ceramics plant of the Asociación de Artesanos Aregueños, Areguá, Paraguay (PY-181). (Photo: Courtesy SEDES, Asunción, Paraguay)

Supplemental Grants Over $10,000

Centro Ecológico (CE), $202,000 over two years, to continue a local development program providing training and technical assistance in organic production, processing and marketing to 1,500 small-scale farmers in Rio Grande do Sul, in collaboration with municipal governments. (BR-761-A2)

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Associação de Programas em Tecnologias Alternativas (APTA), $43,000, to purchase a vehicle for use with a three-year IAF-supported local development project of training and technical assistance on alternative agriculture production and marketing to low-income agricultural producers in the state of Espírito Santo. The agroecological local development project will reach 450 producer families and 200 students through a collaborative pilot program with two municipal governments. The project will improve the farmers' production levels and marketing through consultation to a state agricultural training school. (BR-767-A1)

CHILE

Supplemental Grants Over $10,000

Colectivo de Atención Primaria (COLECTIVO), $11,000, one year and six months, to continue its public health program to improve the capacity among poor municipalities and community organizations to better the quality of primary health care coverage. COLECTIVO will initiate program activities in the municipality of Colina, publish its newsletter Ecosalud and disseminate it to 3,000 readers. (CH-501-A4)

COLOMBIA

New Grants

Fundación Social (FS), $203,000 over two years, to establish and manage a self-sustaining credit program. This credit program will be incorporated into the formal financial market and will provide small-scale family businesses with access to bank credit benefiting approximately 815 low-income families in urban areas of Bogotá during the first two years. (CO-479)

Consorcio Centro de Cooperación para el Desarrollo por Asociación de Participación (CDLP), $379,104 over four years, to carry out a conservation program in the Laguna Cocha lake region of Colombia. The project will improve natural resource management, increase production, increase family income through credit and eco-tourism initiatives, and build equitable alliances between rural communities and the Pasto municipal government, thereby enabling 3,000 local, low-income families to better satisfy their basic needs. (CO-488)

Fundación Corona (CORONA), $67,000 over one year, to coordinate a competition to identify ten outstanding examples of partnerships among the private sector, public sector, and civil society. The models must be projects that contribute to reducing poverty in Colombia. These ten will then be examined as case studies to be published and disseminated within Colombia and throughout the hemisphere. (CO-489)

Supplemental Grants Over $10,000

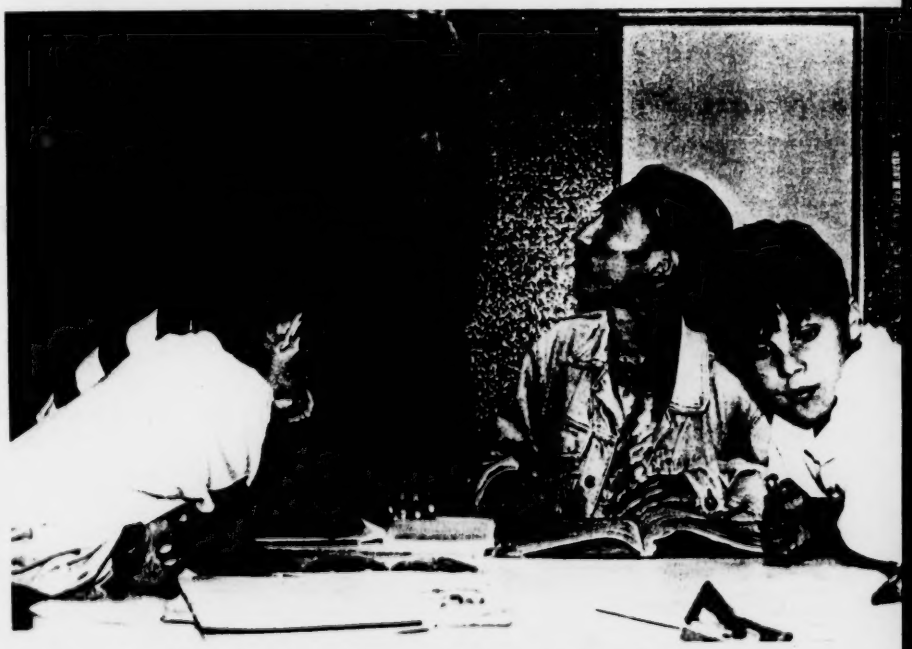
Fundación Antonio Restrepo Barco (FRB), $363,000 over three years, to provide additional assets to a joint IAF/FRB local development fund that will provide financing to 45 small-scale projects through grants and loans to community organizations serving approximately 900 low-income families. The projects will be designed to implement basic and preventative health measures, promote income-generation and job creation, and to support improved agricultural production and marketing techniques. The program will focus on populations in the Atlantic coast region of Colombia. (CO-476-A5)

Subgrants Approved in FY98

Fundación Antonio Restrepo Barco (FRB), established a cooperative fund to provide grants to local groups for small-scale productive projects that will create employment, generate income, and promote sustainable development strategies, benefiting approximately 1,000 low-income people in the Atlantic coast region of Colombia. (CO-476)

In-Country Funds

Asociación de Artesanos de San Andrés y Providencia
$7,462.85
Artisan Training and Marketing of Ceramic Goods



Library staff members Sandra Patricia Martinez and Darwin Danilo Nieto Sechez assist Jhofredi Lopez and another youth with their homework, as part of an after-school learning project—FOCUS—funded by the IAF and Fundación CORONA (CORONA) in barrio Juan Pablo II, Ciudad Bólivar, Colombia (CO-489). (Photo: Patrick Breslin)

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Comité de Cooperación Cultural de Gamero
$5,794.95
Fishery

Cooperativas de Microempresas Turísticos de San Andres Providencia y Santa Catalina
$5,142.85
Eco-tourism

COSTA RICA

Supplemental Grants Over $10,000

Fundación Localidades Encargadas de la Administración de Desarrollo (Fundación LEAD), $94,000 over one year, to expand its training and local development program to the municipalities of Coto Brus, Buenos Aires, Corredores, Osa, and Golfito. Fundación LEAD will prepare local citizens in participatory planning, resource mobilization, project management, and project evaluation—new skills required for the effective implementation of national legislation that designates government funds to finance local development projects that will benefit 240,000 local residents. (CR-324-A1)

DOMINICAN REPUBLIC

New Grants

Centro Zonal de Pastoral Social (CEZOPAS), $94,000 over two years, to be complemented by marketing and philanthropic resources from the Dominican private and public sectors, to raise the incomes of 420 small-scale farmers through the production and marketing of selected food crops utilizing sustainable agricultural practices. (DR-295)

Centro de Educación para la Salud Integral (CESI), $94,200 over three years, to provide agricultural training and extension services to 300 small-scale farmers in ten mountain communities. The project will promote soil conservation, composting, and other sustainable agricultural practices. The Centro will channel credit from commercial sources to finance the purchase of inputs and labor to strengthen ten associations responsible for managing demonstration plots; maintain seedling nurseries; and assist with harvesting, storage, and marketing produce. (DR-296)

Centro Bonó (BONO), $168,000 over three years, to manage a small grant fund to support community-level training activities, increase the capacity of beneficiaries to articulate their needs, propose effective solutions, negotiate specific agreements and collaborations with other private and public entities, and manage financial and other resources. BONO will provide technical assistance and training to more than 2,000 leaders of 400 neighborhood organizations and six zonal federations in low-income areas of Santo Domingo. The project will contribute to measurable improvements in community access to education, health, and public security services. (DR-297)

Consejo Municipal de Desarrollo de Esperanza, $111,988 over three years, to assist community organizations and the municipality of Esperanza to develop the technical and management skills, structures, inter-sectoral partnerships, and to mobilize funding. The objective is to implement urban infrastructure and service projects in transportation, water supply, solid waste management, health, education, and public security. The project's primary beneficiaries are the low-income residents of Esperanza. (DR-299)

Alianza de Organizaciones No Gubernamentales (ALIANZA), $96,000 over two years, to promote innovative community development partnerships between the private and non-profit agency communities and establish a business/non-governmental organization working group to increase philanthropy in the Dominican Republic. The group will establish a Center for Philanthropy and Social Investment, prepare a strategic plan for the promotion of philanthropy, and establish professional grantmaking guidelines to facilitate the mobilization of ten or more corporate grants to support community development for the poor. (DR-300)

Asociación para la Educación Básica (EDUCA), $147,500 over three years, to establish 35 model community-managed pre-schools in three low-income districts of the capital region. These pre-schools will provide educational and day-care services to 1,500 children between three and six years of age and coordinate cooperative efforts among the parents, the local business community, the municipality, and educational authorities. (DR-303)

Fundación Institucionalidad y Justicia (FINJUS), $61,000 over three years, to improve the quality of justice and legal services available to the poor. Reaching 350,000 households through a public education campaign, the project will directly influence 7,000 legal cases. FINJUS will instruct 500 community leaders, lawyers, and justice system employees in Santo Domingo, the Cibao region, and Barahona, in legislation, jurisprudence, and practice relating to citizen rights, rights of the accused and due process, victims' rights, consumers' rights, available administrative remedies, domestic violence, and protection of minors. This training will result in specific benefits to low-income individuals including a reduction in time spent in detention awaiting trial, protection of private and community property rights, physical safety against domestic violence, and improved access to public services. (DR-304)

Asociación Campesina "El Limón en Lucha" (El Limón), $71,000 over three years, in partnership with the Community Council of El Limón, the Asociación para el Desarrollo de San José de Ocoa, and the EcoPartners Program of Cornell University, to establish a locally managed rural information technology center to create computer-based rural development training materials. The center will train 100 local residents in computer literacy, and instruct an estimated 100 rural leaders and rural development program personnel throughout the Dominican Republic in rural development projects. The center itself will directly generate five jobs and benefit computer-related, local small businesses. The center will also disseminate innovative, sustainable rural development methodologies country-wide in computer-based formats, such as CD-ROM. (DR-305)

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Subgrants Approved in FY98

Asociación de Instituciones Rurales de Ahorro y Crédito (AIRAC), $300,000 over five years, to establish and administer a small loan and grant fund to assist a projected 25-30 small income-generating projects. Working with the rural and urban poor, the projects will focus on areas of sustainable agriculture, agroindustry, and small industry, to benefit 300 families. (DR-265) Obligated in FY94.

In-Country Funds

Asociación de Artesanos de Higuerito
$12,459
Urban-based Production

Cooperativa de Servicios Múltiples de Altamira
$12,393
Urban-based Production

Cooperativa de Servicios Múltiples "Los Pioneros"
$9,836
Agro-Industry

Asociación de Caficultores La Esperanza
$15,000
Sustainable Agriculture

Cooperativa de Servicios Múltiples San Rafael
$10,000
Small Enterprise Promotion

Asociación de Agricultores Inmaculada Concepción
$13,158
Small Enterprise Promotion

Fundación para el Mejoramiento Humano (PROGRESSIO), $100,000 over two years, to establish and administer, in cooperation with the IAF, a fund to provide small grants to membership organizations of the urban and rural poor, and to small grassroots support organizations working with low-income communities, to finance self-help activities focusing on sustainable agriculture and natural resource management, and to mobilize matching donations for the grant fund from local businesses on a 3:2 ratio. (DR-284) Obligated in FY96.

Subgrants Approved in FY98

Centro de Educación Popular de la Cordillera Septentrional
$8,000
Soil Conservation and Sustainable Agriculture

Asociación de Agricultores de los Dajaos
$10,343
Sustainable Agriculture and Microenterprise Development

Comité de Promoción "Progreso de los Pueblos"
$9,938
Training in Sustainable Agriculture and Preventive Health

ECUADOR

New Grants

Fundación Ecológica Ecuatoriana (FUDEC), $288,000 over three years, to establish a local development program to provide financial support and technical assistance to grassroots groups and non-governmental organizations that are building alliances with the public and/or private sectors to carry out their programs. The project will focus on environmental activities such as forestation and soil conservation, which protect natural resources and promote sustainable development among low-income populations. (EC-365)

Fundación Esquel Ecuador (FEE), $172,500 over three years, to promote the practice of social responsibility by providing training and technical assistance for the creation of 30 business social responsibility programs and local social responsibility committees in Quito, Guayaquil, and Cuenca. The project will maintain a seed capital fund for joint FEE-business sector support to local social and economic development initiatives; and, in partnership with leading businesses, non-governmental organizations, television and radio stations, newspapers, and national universities, carry out national media campaigns about social responsibility and incorporate the theme into the business curricula of Ecuadorian universities. (EC-367)

Unión de Organizaciones Campesinas de Cotacachi (UNORCAC), $242,300 over three years, in collaboration with the municipality of Cotacachi, to promote citizen participation in local development in five rural indigenous and Afro-Ecuadorian communities. The project will provide legal assistance to 10 community organizations; benefit 180 individuals through a credit program; provide basic literacy instruction to 20 community promoters and 500 individuals; and promote organizational sustainability by establishing a textile microenterprise. (EC-368)

Subgrants Approved in FY98

Fundación Ecológica Ecuatoriana (FUDEC), $517,000 over three years, to administer a small projects fund enabling grassroots groups and private support organizations to carry out self-help initiatives in organizational development, production, marketing, environmental protection, and cultural revitalization. Additionally, FUDEC will support training and technical assistance, learning and dissemination, educational exchanges, and networking for grassroots development. (EC-350) Obligated in FY94.

In-Country Funds

Comité de Desarrollo Local de Calderón
$6,962.77
Reforestation and Environmental Training

EL SALVADOR

New Grants

Fundación Nacional para el Desarrollo (FUNDE), $298,900 over three years, to create local development strategies, programs, and projects with the municipalities of Soyapango and Nejapa, that will improve the quality of life of 300,000 inhabitants. (ES-175)

Corporación Departamental para el Desarrollo Integral de Morazán (CORDIM), $200,000 over two years, to provide its public and private sector members with the training and technical assistance needed to collaborate to address the state of Morazan's socio-economic problems. The project aims to facilitate participatory state-level democracy,

improve organizational capabilities, develop project solutions to local problems, and access resources to implement local development projects. (ES-176)

Corporación Departamental para el Desarrollo Integral de Chalatenango (CODDICH), $180,500 over two years, to provide its public and private sector member organizations with technical assistance to produce local development projects to address local problems, identify resources to implement these projects, and facilitate a participatory democracy throughout Chalatenango. (ES-177)

Centro Salvadoreño de Tecnología Apropriada (CESTA), $280,940 over three years, to organize and carry out a sustainable waste management program in Suchitoto by addressing local ecological problems. The project will reduce pollution, generate income for the municipality and micro-entrepreneurs through garbage collection, support compost production, foster private sector cooperation in solid waste management, and improve the health of Suchitoto's 8,000 inhabitants. (ES-178)

Fundación Ignacio Ellacuría (FIE), $232,825 over four years, to organize and implement technical assistance and credit programs to strengthen the capacity of three municipal governments and local development organizations in southern Morazán. The project will enable these entities to address the area's health, education, production, marketing, and infrastructure problems, and benefit Yamabal, Sensembra, and Guatajiagua's municipal governments and 15,000 of their 24,300 inhabitants. (ES-179)

Patronato para el Desarrrollo de las Comunidades de Morazán y San Miguel (PADECOMSM), $290,425 over four years, to organize and implement training, technical assistance, and credit programs to increase the administrative and operational capacity of the municipal government and local development organizations in the municipality of Torola, Morazán. This project will make it possible for these organizations to coordinate their development efforts to address the area's health, education, production, marketing, infrastructure and environmental problems, and benefit the majority of Torola's 1,800 inhabitants. (ES-180)

Asociación Coordinadora de Comunidades para el Desarrollo del Cacahuatique (CODECA), $301,300 over four years, to organize and implement training, technical assistance, and credit programs that strengthen community organizations and support financially sustainable and ecologically sensitive production and marketing activities in the communities of Piedra Luna, Guarumal, La Joya de Chilanga, Joya de los Cimienitos, and Piedra Parada, in the Microregión El Borroñoso. The project will benefit the area's 11,000 inhabitants. (ES-181)

Asociación Coordinadora de Comunidades Unidas de Usulután (COMUS), $253,100 over four years, to organize and implement training, technical assistance, and credit programs that increase the administrative and operational capacity of 31 community organizations in the Taburete micro-region to enable these organizations to coordinate their development efforts and address the area's organizational, health, education, production, marketing, and environmental problems. (ES-182)

Supplemental Grants Over $10,000

Sistema de Asesoría y Capacitación para el Desarrollo Local (SACDEL), $78,070, to identify, through a competition, six outstanding examples of local development in El Salvador that feature significant private sector involvement, generate case studies, and disseminate this information within El Salvador and throughout the hemisphere. (ES-173-A2)

Subgrants Approved in FY98

Corporación Fondo de Inversiones y Desarrollo Cooperativo (FIDECOOP), $171,000 over four years, to managé a regional fund that provides grants and loans not exceeding $30,000 to local development organizations. (ES-122) Obligated in FY94.

In-Country Funds

Asociación para el Desarrollo Integral de la Costa
$5,500
Feasibility Studies and Technical Assistance

Asociación Cooperativa Ahorro y Crédito "Servicio de Aseo Privado"
$4,600
Microenterprise and Income-generation

Asociación Cooperativa Reforma Agraria "Las Victorias"
$3,450
Microenterprise and Income-generation

Grupo Solidario de Mujeres "María Zulma"
$5,200
Microenterprise and Income-generation

Asociación Cooperativa y Producción Agropecuaria "San Cayetano el Rosario"
$3,977
Feasibility Studies and Technical Assistance

Asociación Cooperativa Reforma Agraria "Miramar"
$4,756
Agricultural Storage and Marketing

Asociación Cooperativa Reforma Agraria "Hacienda la Normanda"
$7,159
Agricultural Storage and Marketing

Asociación Desarrollo Integral Becartos (ADICAPS)
$3,163
Feasibility Studies and Technical Assistance

Consorcio Empresarial Juvenil (FUDECE)
$ 27,386
Education

Asociación Cooperativa de Ahorro y Crédito Comunal Agrícola del Paraíso de Osorio de R.L. (COPADEO), $233,200 over five years, to manage a regional fund that provides grants and loans not exceeding $30,000 to local development organizations. (ES-125) Obligated in FY93.

Subgrants Approved in FY98

Los Humildes
$10,000
Microenterprise and Income-generation

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Asociación Desarrollo Comunal Cantón S.J. Cerro Grande
$20,000
Community Development

Grupo TO-QUEZ
$4,943
Microenterprise and Income-generation

Asociación Cooperativa de Aprovisionamiento Ahorro y Crédito del Transporte
$20,000
Credit

Asociación Cooperativa Producción Artesanal Ahorro y Crédito
$10,000
Credit

Enseñanzas Computacionales y de Sistemas
$5,000
Feasibility Studies, Training, and Technical Assistance

Grupo el Zapote
$5,000
Agricultural Storage and Marketing

Ciudadela Don Bosco
$9,839
Environmental Protection and Education

Asociación de Desarrollo Estebono
$17,069
Community Development

Asociación Cooperativa de Aprovisionamiento San Ramón de R.L.
$30,000
Agricultural Storage and Marketing

Proyecto El Limón
$14,943
Agricultural Storage and Marketing

Grupo Los Cerritos
$10,000
Artisan Production

Fundación Tazumal
$5,000
Microenterprise and Income-generation

Acoban de R.L.
$10,000
Credit for Microenterprise and Income-generation

San Francisco El Porfiado de R.L.
$20,000
Credit for Microenterprise and Income-generation

Grupo Santa Lucía El Marisco
$10,000
Seafood Market

Asociación Cooperativa de Aprovisionamiento de Ahorro Y Crédito de Microbuses Viroleños de R.L. (ACOAMVI)
$20,000
Credit for Microenterprise and Income-generation

Asociación Cooperativa de Ahorro y Crédito Miguleña de R.L. (ACOMI), $229,000 over five years, to manage a regional fund that provides grants or credit or a combination of both not exceeding $30,000 to local development organization. (ES-130)
Obligated in FY93.

Asociación Cooperativa San Agustín (ACOPASA)
$5,000
Microenterprise and Income-generation

Comité Cooperativo Educación de Oriente
$5,000
Cultural Preservation and Development

Asociación Desarrollo Comunal "Los Campesinos"
$4,993
Community Development

Asociación Desarrollo Comunal "Llano Alegre" (ADESCOLLALE)
$4,993
Community Development

Asociación Unionese Defensa Medio Ambiente (ASUMA)
$5,000
Environmental Protection and Education

Asociación Desarrollo Comunal El Socorro (ADESCOES)
$4,935
Microenterprise and Income-generation

Asociación Cooperativa Ahorro y Crédito (ACODEZO R.L.)
$4,943
Credit

GUATEMALA

New Grants

Instituto de Enseñanza para el Desarrollo (IEDAPES), $262,975 over two years, to help 20 communities in the municipality of Chisec consolidate their local development councils; develop inter-community and community-municipality alliances; and implement sustainable local development activities. This project will improve access to basic services, such as health care, education, potable water, and sanitation. (GT-246)

Asociación de Comités de Desarrollo Rural Temalense (ACODERT), $111,000 over three years, to increase the income of ACODERT's 69 low-income farm-family members, by providing small loans for the installation of micro-irrigation systems, and for working capital for agricultural and livestock production. The project will strengthen ACODERT's partnership with the San Juan Agroexport Company, which will provide supplies, technical assistance, and export markets for ACODERT's production. (GT-250)

Equipo de Consultoría en Agricultura Orgánica (ECAO), $297,058 over three years, to establish sustainable development models, improve land-use practices, and increase farmer incomes in close collaboration with municipal governments in 18 communities in the states of Quetzaltenango and Sololá. ECAO will provide training to approximately 500 small-scale farmers and 15 development professionals in agroecological methods that increase and diversify production, while reducing the need for expensive and environmentally damaging chemical products. (GT-251)

Asociación de Salud y Desarrollo Rxiin Tnanzet (Rxiin), $207,000 over three years, to work in collaboration with the municipal governments and the Ministry of Health in San Juan La Laguna, and Santa Clara La Laguna. The project will improve the health of an estimated 3,676 women and children by managing and supporting local health clinics. One hundred volunteers will be trained in how to educate their communities in preventive health practices and nutrition, and how to form village health committees and pharmacies. (GT-252)

HAITI

New Grants

Organizasyon Peyizan pou Devlopman Edikatif Baro-Benè (OPDEB), $18,943 over two years, to promote training and technical assistance for small-scale farmers, establish a demonstration farm for agricultural production, and initiate a revolving seed distribution program for the provision of yam and bean seeds to 200 small-scale farmers. (HA-179)

Fondasyon Enstitisyon-yo pou Devlopman ki Sòti nan Baz-la (FIDEB), $143,480 over three years, to promote and support at least 60 local development partnerships through a program of education, training, and management of a small project fund. (HA-180)

Sendika Travayè Agrikol Savanèt (STAS), $95,025 over three years, for a program of civic, technical, and conflict resolution education and training, infrastructure improvement, and the construction of a multi-use civic center. In addition, this project will enable seed distribution and storage for at least 1,000 low-income families in nine communities and 19 communal sections in the lower Central Plateau. (HA-181)

Mouvman Peyizan Rankit (MPR), $50,683 over 30 months, to assist 120 artisans to improve craft production and incomes; help 800 farmers obtain pigs and improve animal husbandry techniques, and plant 50,000 tree seedlings annually to reestablish a local source of raw materials necessary for craft production. (HA-182)

Pwogram Fomasyon pou Oganizasyon Dyakona (PWOFOD), $173,227 over three years, to assist residents of three low-income Port-au-Prince neighborhoods improve their social and economic condition through a program of resource mobilization for adult literacy, investment in six local development projects, and a program of microcredit for at least 100 entrepreneurs. (HA-184)

Fondation La Ruche (FLR), $255,940, over three years, to support social investment partnerships that will mobilize resources for investment in at least five local development projects involving at least 2,000 low-income families in southern Haiti. (HA-186)

A proud Hugo Philemy shows off a sampling of his family's honey production. He and his family were helped by the Pwogram Fomasyon pou Organizasyon Dyakona (PWOFOD). (HA-184) (Photo: Courtesy ICEF, Port-au-Prince, Haiti)

HONDURAS

New Grants

Centro San Juan Bosco (CSJB), $253,514 over two years, to provide housing loans and oversee construction of small houses with 138 low-income families in the urban community of Ocotillo. CSJB will carry out the project through a formal agreement with the municipal government of San Pedro Sula, Honduras' industrial capital. Loans will be repaid over 10 years and the loan fund will be used to build additional low-income housing around San Pedro Sula. (HO-226)

Red Nacional de Alfabetización de Honduras (RNAH), $340,000 over three years, to build and manage local libraries in 20 low-income communities throughout Honduras through the establishment of local development alliances with municipal governments, the private sector, and other community organizations. The libraries and associated educational programs will make sustainable improvements in literacy rates in each community, benefiting 800 low-income families. The libraries will also serve as centers for youth and adult education, community development planning, and project implementation. (HO-227)

Fundación Hondureña para la Protección y Conservación de Cayos Cochinos (FHCC), $303,000 over four years, to improve the social and ecological sustainability of the Cayos Cochinos Biological Reserve through community projects and training. This project will improve the living conditions of approximately 500 residents of the six communities that have traditionally lived and fished near the reserve: East End, Chachahuate, Bolaños, Rio Esteban, Nueva Armenia, and Sambo Creek. FHCC will also promote the participation of these communities in the management of the reserve's marine resources. (HO-228)

Above: Ms. Melba Zuñiga, Director of Unidad de Servicios de Apoyo para Fomentar la Participación de la Mujer (UNISA), talks with residents of a shelter in Tegucigalpa, Honduras, who lost their homes during Hurricane Mitch. In the immediate aftermath of the disaster NGOs like UNISA, used their organizational skills, knowledge of the community and their network of contacts, and formed the first relief response before international aid was organized. (Photo: Patrick Breslin)

Left: Ramón Vásquez, a local albañil—mason—helps build houses for families in the urban community of Ocotillo, San Pedro Sula, Honduras, as part of the Centro San Juan Bosco project (CSJB), which oversees construction of small houses for 138 low-income families (HO-226). (Photo: Jim Adriance)

MEXICO

New Grants

Acción Ciudadana para la Educación, la Democracia y el Desarrollo, A.C. (ACCEDDE), $294,575 over three years, to work in six municipalities of the state of Jalisco to strengthen the capacity of local groups and municipal authorities to jointly plan and mobilize resources. The project will promote collaboration designed to improve rural economic and social development. ACCEDDE will also provide credit and marketing services to 2,000 agricultural producers. (ME-407)

Prodesarrollo: Finanzas y Microempresa, $52,000 over one year, to carry out the Foro Regional de la Microempresa which will gather over 360 practitioners, business leaders, and public sector representatives to discuss the best methods for improving the effectiveness of financial and non-financial services for microenterprise development. (ME-408)

Centro Campesino para el Desarrollo Sustentable (CAMPESINO), $129,900 over three years, to increase ecologically sustainable forms of production and improve water and sanitation systems in the state of Tlaxcala by training community promoters, developing municipal environmental plans, and channeling small loans to sustainable agricultural production projects. (ME-409)

Federación Estatal de Sociedades de Solidaridad Social Cobanaras (FESSSC), $169,059 over three years, to implement a microenterprise credit program that will create 114 small businesses, improve housing infrastructure, and participate in three government commissions, and benefit 3,688 families in 12 municipalities of the state of Sonora. (ME-413)

Fundación Comunitaria de Oaxaca (FUNCOM), $303,000 over three years, to create a matching grant fund to support grassroot community programs to improve the quality of life for Oaxacan people, including the supply of basic needs for over 720 low-income families. FUNCOM's approach involves fostering inter-sectoral development through an active and committed participation among government, business, and local communities. (ME-415)

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Fundación del Empresariado Chihuahuense (FECHAC), $271,041 over three years, to create 75 community banks throughout the state of Chihuahua. FECHAC will provide small loans to support 750 microenterprises, mobilize $300,000 in savings for additional loan capital, and provide training and technical assistance to microenterprise owners, community banks, and women borrowers. The project will benefit primarily children, youth, women, and indigenous populations. (ME-416)

Fundación Habitat y Vivienda (FUNHAVI), $300,000 over three years, to expand a revolving loan fund offering credit for critical housing improvements in Ciudad Juárez, Mexico, benefiting over 3,500 low-income families. FUNHAVI will implement collaborative recycling programs involving 11 U.S. maquiladora corporations. (ME-417)

Fundación Juan Diego (FJD), will receive $203,000 over three years, to establish 12 savings and loan institution branches in the low-income neighborhood of Delegación Iztapalapa, Mexico City, and will disburse over 14,000 loans to small-scale businesses benefiting over 49,500 individuals, increasing family income levels, and creating 1,200 new jobs. (ME-418)

Grupo K'nan Choch Nuestra Madre Tierra (GKC), $149,440 over three years, to implement a credit project for organic agricultural production, training, agricultural extension, and environmental conservation, to benefit 213 low-income families in the southern region of the state of Chiapas. (ME-419)

Servicio, Desarrollo y Paz, (SEDEPAC), $199,957 over three years, to carry out training in participatory governance, establish an agricultural training school, create a credit fund, organize new producer associations, and implement environmental improvement activities, benefiting over 16,600 low-income, indigenous residents of the Municipality of Tanlajás, in the northern state of San Luís Potosí. (ME-421)

In-Country Funds

Instituto de Estudios para el Desarrollo Rural Maya, A.C. (Instituto Maya), $652,601, to continue administering a small project development fund for feasibility analysis, income-generating ventures, technical assistance and training, and exchange visits to similar ventures for rural and urban membership. (ME-337-A12) Obligated in FY90.

Subgrants Approved in FY98

Colectivo de Mujeres Indígenas de la Región Tlapaneca
$5,300
Training

Sociedad de Solidaridad Social "El Pueblo"
$30,000
Agriculture and Microenterprise

Asociación Dana, A.C.
$8,760
Agriculture

Asociación de Piscicultores "Marinero"
$5,020
Eco-tourism

Sociedad Cooperativa de Consumo Regional "Chac Lol" S.L.
$6,010
Agriculture

Comisión de Solidaridad y Defensa de los Derechos Humanos
$11,280
Natural Resources

NICARAGUA

New Grants

Centro de Capacitación para el Desarrollo (CECADE), $227,500 over two years, to conduct and evaluate the pilot phase of a community leaders' training program that will prepare grassroots leaders from communities throughout the municipality of Jinotega. Participants will learn how to manage local development projects through a series of classroom and on-site training exercises, prior to implementing the program in the other five Central American republics. (NC-221)

Fundación José Nieborowski (FJN), $310,000 over three years, to provide business training and small loans to 850 local entrepreneurs enabling them to expand or renovate their workplaces, strengthen their business skills, and increase their production and incomes. (NC-224)

PANAMA

New Grants

Asociación Fe y Vida (AFYV), $207,000 over two years, to construct a vocational training center. The center will provide training in such trades as welding, cabinet making, refrigeration, and electricity to 1,000 youths from one of the poorest neighborhoods in Panama City, and provide jobs or business development opportunities for every graduate of the program. (PN-262)

Cooperativa de Servicios Múltiples La Esperanza, R.L. (La Esperanza), $215,550 over three years, to implement a sustainable agricultural production and marketing system to benefit its 600 members, comprised of small-scale subsistence farmers. The project will create demonstration farms for training in organic agricultural techniques, and construct packing and marketing facilities. (PN-263)

Asociación de Técnicos Consultores de Panamá (TCP), $90,000 over one year, to provide training, technical assistance, and coordination in the design and implementation of an integrated local development plan which incorporates the direct participation of 1,500 local residents of the district of Las Palmas, one of Panama's poorest municipalities. (PN-264)

PARAGUAY

In-Country Funds

Red Rural de Organizaciones Privadas de Desarrollo (Red Rural), $82,000 over one year, to establish an in-country fund called the Fondo de Solidaridad. The fund will channel small amounts of financial resources to rural and urban base groups to implement productive projects, and to implement activities related to training and institutional strengthening of national and regional member organizations. (PY-181) Obligated in FY96.

Subgrants Approved in FY98

Asociación Regional de Agricultores
$5,109
Employment and Income-generation

Coordinadora Intercomunitaria de la Ruta Transchaco
$3,481
Training and Income-generation

Comité de Productores "Kaptivary"
$4,630
Training and Income-generation

Administración de Consumo "Manzana A. Limoy"
$2,881
Training

Comité de Productores Agrícolas Integral
$4,889
Credit and Production

Coordinadora Nacional de Aborigen Independiente (CNAI)
$2,861
Institutional Strengthening

Pre-Cooperativa "Techa Pyra" de Campesinos Productores Orgánicos
$1,555
Income-generation and Egg Production

Movimiento Campesino Paraguayo
$964
Income-generation

PERU

New Grants

Centro de Investigación, Educación y Desarrollo (CIED), $193,200 over three years, will provide training, technical assistance, and credit to strengthen sustainable local development processes in the Tambo valley in the coastal region of Arequipa. This will be accomplished through increased collaboration among the different sectors, and mobilization of local credit and other financial resources from grassroots organizations, municipal governments, and businesses. (PU-466)

Taller de Promoción Andina (TADEPA), $257,250 over three years, together with the municipal government of Huamangilla and local communities, will carry out a rural development program benefiting 483 families with activities in soil conservation, improved watershed management, agricultural credit financing and training, and technical assistance in agriculture and livestock development in the Ayacucho region. (PU-470)

Fundación para el Desarrollo Solidario (FUNDADES), $228,502 over three years, to establish a vocational skills training center for 2,810 handicapped adults in the municipality of Villa El Salvador, and provide them with small business loans to create self-employment opportunities. (PU-471)

Centro de Información y Desarrollo Integral de Autogestión (CIDIAG), $274,713 over two years and six months, in collaboration with local government, to carry out a project in the Ancash region of Peru to increase production and income of 668 rural families through irrigation systems, soil conservation practices, and improved crops. (PU-473)

Asociación ARARIWA para la Promoción Técnico-Cultural Andina (ARARIWA), $267,825 over three years and six months, in collaboration with four municipal district local development committees, small-scale farmer groups, and the International Potato Center, to carry out a project in the Cusco region of Peru to increase the incomes and food consumption of 600 rural families through the application of integrated pest management technologies to their corn and potato crops. (PU-474)

Centro de Investigación y Capacitación Campesina (CICCA), $179,400 over two years and six months, in collaboration with two communities and the Peruvian National Camelid Council, to improve the quality of life of 1,605 inhabitants of two rural Andean communities through a vicuña wool marketing project. (PU-475)

Asociación para el Desarrollo Rural de Cajamarca (ASPADERUC), $143,248 over two years and six months, to establish 60 model integrated farms with peasant families using an integrated, diversified agroforestry system of production and natural resource conservation in the Condebamba valley in Cajamarca. ASPADERUC will disseminate improved technologies practiced on the model farms to 300 additional small-scale farmers in the Condebamba valley through training workshops and field visits. (PU-477)

Supplemental Grants Over $10,000

FINCA Perú, $102,000 over eight months, to expand its micro-lending program in the city of Huancavelica to support small business activity and promote savings among 330 low-income women by organizing 10 additional village banks. (PU-458-A1)

VENEZUELA

New Grants

Universidad Nacional Experimental Simón Rodríguez (UNESR), $198,459 over three years, as part of the agreement between IAF and Pequivén, a subsidiary of Petróleos de Venezuela, to improve education methodology and increase community involvement through the implementation of a local development project in 182 elementary schools in eight impoverished rural municipalities. This project will provide educational and community organization training to 1,242 teachers and 110 administra-

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tors who, in turn, will work with 44,000 children between the ages of five and fourteen, and their parents. (VZ-159)

Fundación Eugenio Mendoza (FEM), $203,000 over three years, to carry out an integrated microenterprise and credit program to increase employment and raise incomes while improving the quality of preschool educational services, benefiting over 1,500 micro-entrepreneurs and their families and 4,000 preschool children in the municipality of Cabimas, in the Venezuelan state of Zulia. (VZ-160)

Centro de Formación Popular Renaciendo Juntos (CEPOREJUN), $90,631 over four years, to carry out a program to strengthen local organizations, families, and 675 microenterprises in five communities in the state of Falcón, by providing technical assistance, training, credit, and on-site support. (VZ-161)

Fundación para la Capacitación Integral Angostura (Fundación Angostura), $146,606 over three years, in collaboration with Deltaven, a subsidiary of Petróleos de Venezuela, and the municipality of Heres to carry out a program in Ciudad Bolívar to provide specialized historical renovation training. The project will create employment opportunities for 120 low-income youths that have dropped out of the formal educational system, and generate additional income for the city and the surrounding areas. (VZ-162)

Fundación Proyecto Paria (FPP), $127,213 over three years, to provide training, technical assistance, and credit to 2,600 residents of seven rural communities, to carry out projects in education, health, and small enterprise development, and to increase income-generation, and access to basic community services. (VZ-163)

Centro de Educación y Promoción de la Autogestión Indígena (CEPAI), $81,555 over four years, to provide training and technical assistance to 10 microenterprises specializing in local agricultural production marketing. The center will establish and enhance microenterprise linkages with local government, strengthen community organizations, increase productivity and family income, and enhance the inter-cultural understanding of 7,500 indigenous people of five ethnic groups living in 36 river communities in Venezuela. (VZ-164)

Fundación para el Desarrollo de la Economía Popular (FUDEP), $197,232 over three years, to improve the income-generating capacity of 150 farmers and their families through the creation and establishment of business partnerships and a community bank, and by providing training and technical assistance for microenterprise development. (VZ-165)

Fundación para el Desarrollo Social (FUNDESOC), $90,679 over four years, to consolidate and expand its program of grassroots organization strengthening; administer revolving loan funds for microenterprise production, family housing improvement, and community stores; establish and expand community health centers and pharmacies; and provide training and technical assistance. The project will benefit approximately 1,500 low-income families, or 7,500 persons in eight communities in the state of Mérida. (VZ-166)

The Asociación ARARIWA para la Promoción Tecnico-Cultural Andina promotes inter-municipal cooperation in the safe use of pesticides for the eradication of blight, through community meetings. Posing with visual aids used in their presentations, these participants are from the Cusco region, province of Calca and Urubamba, Peru (PU-474). (Photo: Courtesy SASE, Lima, Peru)

U.S. First Lady Hillary Rodham Clinton visits the offices of Fundación para el Desarrollo de la Economía Popular (FUDEP) during her trip to Venezuela in October, 1997. From left to right: Mary Gloria Olivo, Director General of FUDEP, Hillary Clinton, Francis Sierralta, and Marlene Jairala (VZ-165)

Central Cooperativa del Estado Portuguesa (CECOPORT), $107,365 over four years, to promote school attendance and nutrition programs benefiting over 60,000 schoolchildren. Additionally, the project will increase crop diversification for 100 small-scale farmers and improve access to agricultural markets for 25 rural communities. CECOPORT will also instruct 1,600 mothers in hygiene, food preparation, and storage. (VZ-167)

Federación de Centros Culturales del Estado de Nueva Esparta (FEDENE), $136,645 over three years, to promote local cultural and economic development among low-income populations of the state of Nueva Esparta. FEDENE will provide training and technical assistance in tourism development to 20 cultural centers, 800 artisans, and three municipal governments. The project will assist 60 microenterprises with business development, production and marketing, and will educate 120 children in cultural expression. (VZ-169)

Supplemental Grants Over $10,000

Centro de Reflexión y Planificación Educativa (CERPE) and Centro al Servicio de la Acción Popular (CESAP), $202,827 over three years, to carry out a local development program that will strengthen community organization capacity to plan and manage self-help development projects in small business management and institutional development. The project will also improve the quality of basic education in local schools, and establish a cadre of local small-scale business specialists to provide technical assistance and training to small businesses in the municipality of Páez. (VZ-138-A1)

External Affairs

The Office of External Affairs manages the Inter-American Foundation's Corporate Outreach Initiative. This program seeks to bring major corporations, and especially US corporations, into partnership with the IAF to share in funding sustainable, local, and grassroots development projects in Latin America and the Caribbean. The goal of the program is to broaden the support base for development projects by encouraging US corporations to play a more active role in reaching out to poor communities in the countries in which they operate. The Corporate Outreach Initiative is carried out in close coordination with the IAF's Office of Programs, which for several years has carried out similar work with Latin American companies.

As a new program for Fiscal Year 1998, the Corporate Outreach Initiative has achieved considerable success. Several US-based corporations with subsidiaries or important markets in the Americas have invested resources to support grassroots and local development programs through various forms of collaboration with the IAF, which are illustrated on page 31.

Collaboration with the Prince of Wales Business Leaders Forum

The Office of External Affairs has expanded its collaborative activities with the Prince of Wales Business Leaders Forum (PWBLF). The PWBLF is an international non-profit organization that promotes the practice of good corporate citizenship and sustainable development as a natural part of successful business operations. Under the terms of a memorandum of understanding signed by the IAF and the PWBLF in December 1997, the IAF and the PWBLF have continued their collaboration. Activities such as the development of partnerships through training and technical assistance, results measurement, dissemination of good practices in corporate social investment, and the identification of corporate partners that may be interested in co-financing arrangements with the IAF to support grassroots development programs. In Fiscal Year 1998, the IAF and the PWBLF began working together on the following projects:

- In collaboration with the Mexican Center for Philanthropy (IAF Grant ME-400), the Monterrey Technological Institute, and the Fundación Chihuahuense del Empresariado (IAF Grant ME-416), the PWBLF and IAF staff conducted its first joint INSIGHT partnership development program in Chihuahua, in November 1998. The partnership development program brought together 30 key representatives of business (local and multinational), NGOs, community foundations, donor agencies, and the public sector to address the social and economic needs of targeted communities. Representatives from Mexico, Colombia, Peru, and El Salvador attended the workshop. Based on the successful Mexico workshop, similar initiatives are being planned in Peru and in other regions of Mexico.
- In July 1998, the PWBLF conducted a training program for IAF staff and representatives from Pact, Ashoka, Centro Mexicano para la Filantropia, Peru 2021, and the Monterrey Technological Institute on "How to Engage Business in Social Investment" and "How to Establish and Maintain Partnerships" using PWBLF's methodology of INSIGHT exchanges and training.
- The PWBLF has contributed the lead article, "Business as Partners in Development: Building the Public Contribution of Private Enterprise," in the IAF's Social Investment issue of *Grassroots Development* 21, no. 2 (1998).

INSIGHT Workshop participants visit a day care center maintained by TRW Corporation. With the help of the state government, TRW built this child-care facility for its workers' children, staffed with trained nurses. A good example of responsible business and partnerships at work, the visit highlighted the INSIGHT message to workshop participants. (Photo: Enrique Ramos)

Partnership Services and Institutional Collaboration

At the Business and Social Responsibility: the Americas Conference, the IAF facilitated a panel on "Business as a Partner in Social Development" with representatives from the PWBLF, Peru 2021 (IAF Grant PU-455), and the Fundación Corona (IAF Grant CO-477) presenting examples of their corporate responsibility programs. Over 200 representatives of US, multinational, and Latin American businesses attended the event.

The IAF co-sponsored a two-year "Encuentros Program" of North-South exchanges of experiences in partnerships for poverty reduction. These exchanges were carried out in conjunction with the MacArthur Foundation, Vesper Society, and Instituto Internacional de Medio Ambiente y Desarrollo (IAF Grant LA-153), a network of urban Latin American NGOs, and the Economic Development Institute of the World Bank. In Fiscal Year 1998, a workshop was also held in El Salvador for Central American business leaders on the role of the private sector in sustainable development.

The IAF is participating in the World Bank's Business Partners for Development (BPD) initiative. BPD is a network of businesses, civil society, and the public sector, whose objective is to produce evidence on the positive impact of cross-sectoral partnerships. Because of its successful experience collaborating with oil and mining companies, the IAF is also participating in the Natural Resources Cluster Group, which is co-chaired by CARE and BP Amoco Corporation.

Preview of Upcoming Initiatives

Brazilian affiliates of International Business Machines (IBM) and Xerox Corporation are negotiating the possibility of a partnership with the IAF and the Fundação Acesita para o Desenvolvimento Social, a Brazilian corporate grant-making foundation. This collaboration would work to expand a food processing business in a low-income community, design and implement a volunteer program, and train local NGOs in administration and fundraising techniques in the state of Minas Gerais.

The IAF and the American Chamber of Commerce in São Paulo are negotiating an agreement that would establish a joint program to promote corporate responsibility and social investment among the Chamber's 2,500 members.

Additionally, External Affairs staff have met with a coalition of 50 US and Brazilian businesses to discuss an initiative to revitalize the downtown sector of São Paulo. On another front, discussions have been initiated with Xerox Corporation and General Motors about possibilities for co-funding grassroots development projects.

In Mexico, IAF staff have met with representatives of 12 US and multinational corporations to explore avenues of collaboration. Opportunities with Green Giant and 3M are surfacing. Other discussions are focusing on possibilities for co-funding small-scale economic development projects with the Fundación J. P. Morgan in Mexico City.

In Peru, External Affairs staff met with representatives of 17 US firms with operations in Peru, and also with the Social Development Committee of the Peruvian National Mining and Petroleum Society. In addition to the IAF's partnership with the Antamina Mining Company, possibilities for collaboration are being explored with a newly formed consortium of mining companies in Peru.

In El Salvador, External Affairs staff are currently in discussions with representatives of Exxon and Texaco about possibilities for co-funding environmental, health, and education projects in that country.

Discussions were recently initiated between the IAF and the American Chamber of Commerce in Honduras to explore ways for US companies and the IAF to work together to help re-establish microenterprises destroyed by Hurricane Mitch.

Other social investment initiatives and discussions are underway with SmithKline Beecham, Johnson & Johnson, the Gap, and Cummins Diesel.

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Photo: (Kathryn Smith Pyle)

IAF Corporate Outreach Initiative for FY98

The IAF has been awarded a grant of $30,000 from the Levi-Strauss Foundation to be used to support grassroots development projects in northern Mexico.

The AES Corporation (AES), a global power company, has signed an umbrella agreement with the IAF to identify opportunities for the IAF to work with AES owned companies in the Mexico, Central America, and Caribbean region (see box)

The AMOCO Corporation and the IAF signed a memorandum of understanding to co-fund grassroots development activities in Venezuela. Over a three-year period, the IAF will invest $1.05 million and AMOCO will invest $2.1 million to support this effort. AMOCO will also share the costs of the Foundation's in-country support contractor (ICS) in Venezuela. Both entities are currently co-funding a Venezuelan foundation to provide training and technical assistance in health, basic education, and income generation opportunities to indigenous communities in the Orinoco Delta (IAF Grant VZ-168).

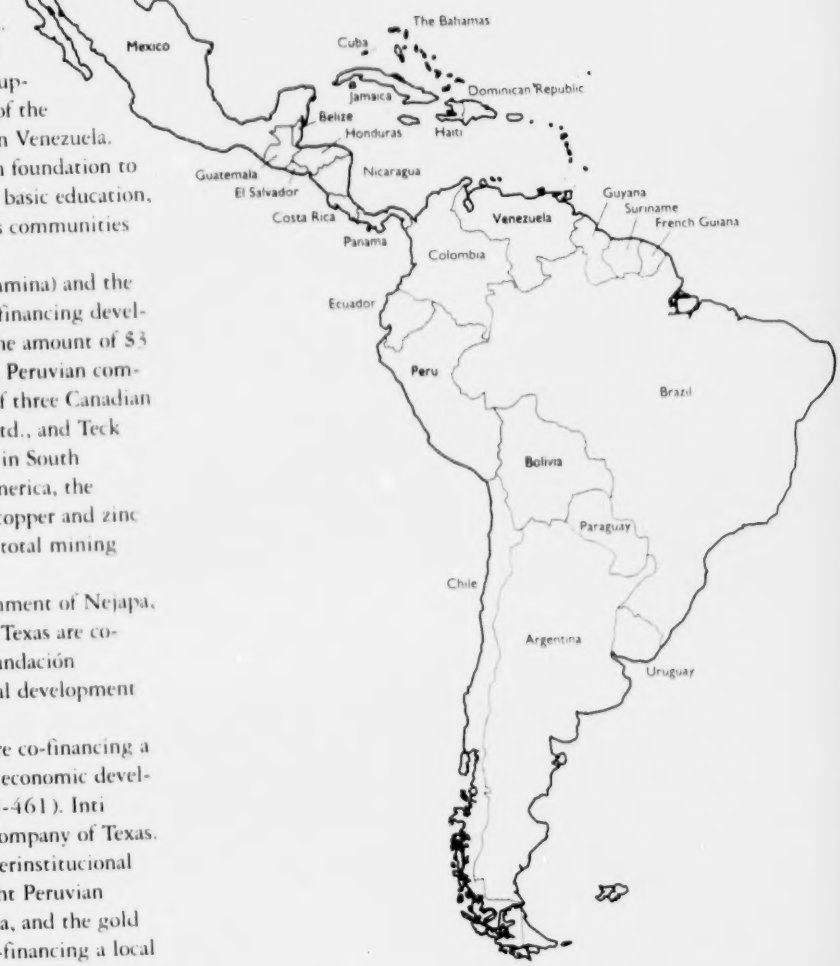
The Compañía Minera Antamina S.A. (Antamina) and the IAF are exploring ways of jointly identifying and financing development projects in the Ancash region of Peru in the amount of $3 million over a period of three years. Antamina is a Peruvian company created and wholly owned by a consortium of three Canadian mining companies—Noranda, Inc., Rio Algom, Ltd., and Teck Corp.—with extensive mining operations already in South America, as well as in North America, Central America, the Caribbean, Europe, Africa, and Asia. Antamina's copper and zinc mining operations are expected to increase Peru's total mining exports by 25 percent by the year 2002.

In collaboration with the municipal government of Nejapa, the IAF, Coca-Cola, and Coastal Technologies of Texas are co-financing a small projects fund, created by the Fundación Salvadoreña de Apoyo Integral, that supports local development activities in El Salvador (IAF Grant ES-174).

The IAF and the Fundación Inti Raymi are co-financing a local development fund that finances small-scale economic development projects in rural Bolivia (IAF Grant BO-461). Inti Raymi is owned by the Battle Mountain Gold Company of Texas.

The IAF, together with the Consorcio Interinstitucional para el Desarrollo Regional (a consortium of eight Peruvian NGOs), the municipal government of Cajamarca, and the gold mining company Minera Yanacocha, S.A. are co-financing a local credit fund. Minera Yanacocha is a subsidiary of the Newmont Gold Company of Colorado. The credit fund gives loans (and occasional donations) to small-scale farmers and cattlemen, artisans, and other micro-entrepreneurs to improve their operations and production. The fund also enables impoverished communities to improve their infrastructure (IAF Grant PU-461).

Shaded areas represent countries that are part of the 1998 IAF Corporate Outreach Initiative.



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The IAF, the Inter-American Development Bank (IDB), the Corporación Andina de Fomento, the Ford Foundation, and Citibank provided funding for the Latin American Regional Micro-Credit conference held in Mexico, as a follow-up activity to the Micro-Credit Summit of January 1997 (IAF Grant ME-408).

Kimberly Clark, Corporativo Machado, a Mexican sugar company, and the IAF provided funding to the Fundación Comunitaria de Oaxaca, A.C. (FUNCOM) to promote collaboration among business, government, and community organizations, and to mobilize local resources for sustainable grassroots development projects. The FUNCOM grant will establish a local development fund to support small-scale economic development projects carried out by local community organizations (IAF Grant ME-415). Citibank is also providing support to FUNCOM for other program activities.

A Powerful Alliance

Throughout 1998, the Office of External Affairs met with executives from the AES Corporation (AES), a global power company with headquarters in Arlington, Virginia, to present social investment options available with the Inter-American Foundation. In January 1999, the IAF and AES signed a memorandum of understanding (MOU) wherein the parties agreed to identify opportunities for collaboration in the Mexico, Central American and Caribbean Region.

The AES Corporation is the world's largest private power company with revenues for the first half of 1998 of $1.5 billion, up 118% from the previous year. The corporation is expanding rapidly in Latin America and the Caribbean and has purchased companies in Mexico, El Salvador, Panama, the Dominican Republic, Puerto Rico, Brazil, and Argentina. AES is considered among the premier U.S. corporations dedicated to the promotion of progressive corporate social responsibility worldwide.

Under the terms of the umbrella agreement signed with AES, the IAF will seek to forge alliances with AES-owned companies in the Mexico, Central America and Caribbean Region to establish sustainable, country-based programs to support self-help development efforts. The Compañia de Luz Eléctrica de Santa Ana (CLESA) in El Salvador is the first AES affiliate company to sign a working agreement with the IAF under the terms of the umbrella agreement.

CLESA is a majority-owned subsidiary of AES and Energía Global, a Boston-based developer of power projects. The IAF/CLESA agreement, signed in January 1999, commits the IAF and CLESA to work together to identify and support community initiatives throughout El Salvador and foster greater participation of municipal governments and other private companies in local development activities. This project will work in conjunction with a CLESA program to extend electrical service to poor, isolated communities. As CLESA brings electrical power to these low-income communities, it will work with the IAF to insure that partial funding is made available to support community development efforts. Recipients of IAF/CLESA funding will be non-governmental organizations engaged in sustainable development initiatives designed to improve the living standards and quality of life for low-income people through self-help efforts. The IAF/CLESA program will respond to written funding requests submitted to it by non-governmental organizations, and both IAF and CLESA staff will engage in the review of these proposals. Both entities will also share responsibility for project monitoring as well as for learning and for dissemination of project outcomes to a broader audience.

Sarah Slusser, president, AES Aurora, and George A. Evans, president of the Inter-American Foundation, earlier this year sign a Memorandum of Understanding at the IAF in Arlington, Virginia.

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Fellowship Programs

IAF Fellows as Partners in Development

As a result of the 25th annual fellowship competitions in 1998, the Inter-American Foundation awarded grants to 26 U.S. universities in 16 U.S. states, providing over $563,000 in fellowships. The following is a listing of the 45 IAF Fellows from these universities in all three IAF fellowship programs.

IAF U.S. Graduate Study Fellowship Program for Latin American and Caribbean Citizens

Fellows with their home countries, degree programs, disciplines, U.S. universities, and career linkages to IAF program priorities:

Enrique Cadena (Colombia), *Master of Business Administration. Wharton School of Business, University of Pennsylvania*: Promote partnerships among the private sector and NGOs to support economic development within low-income communities in the Department of Santander del Sur in Colombia.

Katia Carvalheiro (Brazil), M.A., *Latin American Studies. Center for Latin American Studies, University of Florida*: Promote collaboration among small-scale farmers, NGOs, and governmental agencies (at local and national levels) to foster small-scale agriculture, sustainable participatory development, and natural resource management in the state of Pará in the eastern Brasilian Amazon.

Vivian Dutari (Panama), *Master of Business Administration. University of Notre Dame*: Promote partnerships among banks, corporations and NGOs to expand micro-credit to micro-entrepreneurs in Panama.

Alvaro J. Herrero (Argentina), M.A., *Latin American Studies. Center for Latin American Studies, Georgetown University*: Promote collaboration and problem-solving among neighborhoods, NGOs, municipal governments, and the private sector to foster development in the city of La Plata, Argentina.

Priscila Izar (Brazil), M.A., *International Development Policy. Sanford Institute of Public Policy, Duke University*: Develop basic community improvements within low-income neighborhoods through collaborative planning processes among communities, NGOs, and municipal government agencies in Brazil.

Lêda Martins (Brazil), *Ph.D., Anthropology. Cornell University*: Promote partnerships among indigenous communities, NGOs, and local and national government agencies to foster grassroots development within indigenous communities in the Brazilian Amazon

Cristina F. Massardo (Chile), *Sponsored Research, Ecology. University of Connecticut*: Promote collaboration among poor communities, local schools, municipal governments, and national governmental agencies to foster improved health conditions within poor communities that rely on medicinal and edible plants in Chile.

Diego A. Molano (Colombia), M.A., *Public Administration. School of Public and International Affairs, Columbia University*: Promote private-public partnerships by expanding participation,

In the Ancash region of Peru María Morillo takes notes at an agricultural workshop sposored by Centro de Información y Desarrollo Integral de Auto Gestión (CIDIAG) to teach farmers techniques to improve crop production (PU-473). (Photo: Courtesy SASE, Lima, Peru)

training young grassroots city leaders, and fostering innovative urban development plans to support diverse community improvement programs for low-income communities in Bogota, Colombia.

Gonzalo Mosquera (Colombia), *M.A., College of Architecture, University of Arizona*: Promote affordable housing for marginalized communities through collaboration among communities, NGOs, and local government programs in Bogota, Colombia.

Gustavo Pedraza (Bolivia), *M.A., Public Policy and Management, Harvard University*: Foster alliances among indigenous communities, NGOs, municipal governments, national government agencies, and the private sector to promote agricultural production, income generation, and natural resource management among indigenous communities in Bolivia.

Valeria I. Procupez (Argentina), *M.A., Anthropology, The New School for Social Research*: Promoting collaboration among community organizations, NGOs, municipal government agencies, and the private sector to foster housing and urban development within low-income neighborhoods in Buenos Aires, Argentina.

Ricardo Rozzi (Chile), *Ph.D., Ecology, University of Connecticut*: Promote collaboration among indigenous communities, local schools, NGOs, municipal governments, and other public institutions to foster indigenous livelihoods and natural resource management in Chile.

Elsa Astrid Ulloa (Colombia), *Ph.D., Anthropology, University of California at Irvine*: Promote alliances among indigenous community members, their organizations, NGOs, private foundations, and public institutions (at the local and national levels) to foster natural resource management in the Pacific region of Colombia.

Review Committee Members:

Ronald P. Arms (U.S.A.), *Program Director for Central America, the Dominican Republic, and the Southern Cone, Inter-American Foundation.*

Harvey F. Kline (U.S.A.), *Ph.D., Director of the Latin American Studies Program, and Professor of Political Science, University of Alabama, Tuscaloosa.*

María Elena Morín G. (Mexico), *Ph.D., Directora, Centro de Apoyo al Desarrollo Sostenible, Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Campus Monterrey, Monterrey, Nuevo León, Mexico.*

For information on fellowships visit the IAF homepage on the World Wide Web at:

http://www.iaf.gov

IAF Field Research Fellowship Program at the Doctoral Level

Fellows with their home countries, disciplines, U.S. universities, and dissertation field research projects' linkages to IAF program priorities:

Gianpaolo Baiocchi (Brazil), *Sociology, University of Wisconsin*: Strengthening citizen participation in determining budget priorities of the municipal government to improve basic community services in low-income neighborhoods in Porto Alegre, Brazil.

Lesley D. Bartlett (U.S.A.), *Anthropology, University of North Carolina at Chapel Hill*: Strengthening partnerships among NGOs and municipal governments to promote adult literacy in Paraíba, Brazil.

Daniel E. Beams (U.S.A.), *Anthropology, University of Kentucky*: Promoting collaboration among base groups, community organizations, NGOs, and the government programs of the municipality of Cajamarca in Perú to implement basic community improvement projects.

Adam J. Behrendt (U.S.A.), *Development Program, College of Agricultural and Life Sciences, University of Wisconsin*: New roles for NGOs and municipal governments in Bolivia and their new forms of collaboration.

Shawn Bird (U.S.A.), *Political Science, University of Florida*: Promoting the role of municipal assemblies in fostering collaboration among communities and municipal governments to improve basic community services in two rural departments in El Salvador.

Anne Browning (U.S.A.), *Anthropology, University of Arizona*: Fostering collaboration among communities, NGOs, mining companies, municipal governments, and state government agencies to promote mineral resource management and improve environmental health conditions in the state of Sonora in Mexico.

Anne M. Choup (U.S.A.), *Political Science, University of North Carolina at Chapel Hill*: Building coordination among neighborhood organizations, NGOs, and municipal governments to improve basic community services in Jayaco (a small rural town in the province of Monseñor Nouel) and in a low-income barrio of Santo Domingo in the Dominican Republic.

Monica DeHart de Galicia (U.S.A.), *Anthropology, Stanford University*: Role of culture in promoting partnerships among indigenous communities, indigenous NGOs, and indigenous municipal governments in the rural Department of Totonicapan in Guatemala.

Carla M. Guerron (Ecuador), *Anthropology, University of Oregon*: Developing alliances among local Afro-Latin American communities, NGOs, municipal governments, other public institutions, and investors to promote eco-tourism strategies that foster sustainable development for low-income populations and natural resource management in Northwestern Panama.

Eric G. Holt (U.S.A.), *Environmental Studies, University of California at Santa Cruz*: Fostering collaboration among farmer-to-farmer organizations, private companies, municipal governments, and local offices of other public institutions to promote agricultural and environmental sustainability on the Isla de Ometepe in Nicaragua.

Tomás Huanca (Bolivia), *Anthropology, University of Florida*: Fostering partnerships among indigenous communities, municipal governments, and the local offices of the national park agency to promote environmentally sound agriculture and natural resource management in the "Territorio Indígena del Parque Nacional, Isiboro-Secure" (TIPNIS) in Bolivia.

Jennifer L. Johnson (U.S.A.), *Sociology, University of Chicago*: Impact of international development assistance on encouraging partnerships among grassroots membership organizations, municipal governments, and other public institutions to promote small-scale rural enterprises, basic community services, and natural resource management in the state of Guerrero, Mexico.

Lise K. Nelson (U.S.A.), *Geography, University of Washington*: Building and strengthening collaboration among indigenous communities, municipal governments, and local offices of federal agencies to promote reforestation in Michoacan, Mexico.

Henrique Pereira (Brazil), *Ecology, Pennsylvania State University*: Building partnerships among subsistence fishing communities, local NGOs, municipal governments, and other public institutions to promote local fishery self-management, nutritional subsistence within local disadvantaged communities, and fishery resource conservation in the Manaus region of the Brazilian Amazon.

Luciana Porter (Mexico), *Forestry, School of Forest Resources and Conservation, University of Florida*: Promoting the local decision-making authority of the community assembly within the Mexican ejido to promote small-scale rural enterprise and natural resource management within the Calakmul Biosphere Reserve in the state of Campeche in Mexico.

Diane L. Ruonavaara (U.S.A.), *Resource Development, College of Agricultural and Natural Resources, Michigan State University*: Strengthening the roles of citizen participation and community organizations in collaboration with municipal governments, other public institutions, and corporations to promote sustainable small-scale rural enterprises and natural resource management within ejido boundaries in the state of Oaxaca, Mexico.

Amanda L. Stronza (U.S.A.), *Anthropology, University of Florida*: The impacts of ecotourism partnerships between private companies and local indigenous communities on sustainable enterprise development, living conditions of indigenous people, and natural resource management in the department of Madre de Dios in the Peruvian Amazon.

Review Committee Members:

Patrick Breslin (U.S.A.), *Ph.D., Research and Evaluation Officer, Office of Learning and Dissemination, Inter-American Foundation.*

Avecita Chicchon (Peru), *Ph.D., Directora, Conservación Internacional—Programa en El Perú, Lima, Perú (with specialization in the Amazon and the environment; also a 1988 IAF Fellow in the doctoral-level field research program).*

L. Harlan Davis (U.S.A.), *Ph.D., Associate Vice President, and Director of the Office of International Development, and Professor of Agricultural and Applied Economics, University of Georgia, Athens.*

IAF Field Research Fellowship Program at the Master's Level

Fellows with their home countries, disciplines, U.S. universities, and Master's-level field research projects' linkages to IAF program priorities:

Ariane C. de Bremond (U.S.A.), *Environmental Studies, University of California at Santa Cruz*: Building sustainable partnerships among community organizations, local private-public development councils, and municipal governments to promote environmentally sound development planning in Guatemala.

Timothy G. Fogarty (U.S.A.), *Anthropology, University of Florida*: Models for local collaboration among community organizations, NGOs and municipal governments to mobilize resources from foreign NGOs in developed countries to strengthen local participatory, integrated, sustainable rural development in Nicaragua.

Ian P. Lipsky (U.S.A.), *Agricultural and Biological Engineering, College of Agriculture and Life Sciences, Cornell University*: Collaboration among communities, NGOs, and governments to expand irrigation systems and increase small-scale farmer production and income in the department of Cochabamba, Bolivia.

Jay A. Minert (U.S.A.), *Education, University of California at Santa Cruz*: Supporting NGO-government collaboration to design English-teaching strategies for Creole-speaking children and improve primary education in local public schools in Belize.

Mark A. Mittelhauser (U.S.A.), *International Development Program, American University*: Private-NGO-municipal partnerships to promote job creation and microenterprise development in Rio de Janeiro, Brazil—an analysis of the recent citizens' campaign against hunger.

Franco A. Montalto (U.S.A.), *Agricultural and Biological Engineering, College of Agriculture and Life Sciences, Cornell University*: Community-NGO-government collaboration to promote community-based, sustainable wastewater treatment in small neighborhoods and improve local health conditions in the city of Masaya in Nicaragua.

Daniel J. Moss (U.S.A.), *City Planning, International Development and Regional Planning, Department of Urban Studies and Planning, Massachusetts Institute of Technology*: Partnership models among small-scale farmer associations and municipal governments to increase small-scale farmer agricultural production and income by widening small-scale farmer access to local marketplaces controlled by municipal governments in El Salvador.

Sarah M. Otterstrom (U.S.A.), *Ecology, Department of Environmental Science and Policy, University of California at Davis*: Building local cooperation among communities and government programs to promote rural community-based planning to ameliorate the negative effects of severe environmental conditions (including the "El Niño" climate system) on community health, agricultural production, and environmental management in rural communities in the province of Guanacaste, Costa Rica.

Lenin S. Riquelme (Panama), *Latin American Studies. Center for Latin American Studies. University of Florida*: Models for strengthening community-NGO-government alliances to promote rural economic development and natural resource management in the Chagres National Park in the Panama Canal Watershed.

Ricardo Rozzi (Chile), *Ecology and Evolutionary Biology. University of Connecticut*: Strategies for fostering collaboration among Huilliche indigenous communities, local NGOs, municipal governments, and local park officials to promote indigenous livelihoods and forestry management in the Chiloe National Park in southern Chile.

Pilar M. Valenzuela (Peru), *Linguistics. University of Oregon*: Supporting local NGO-government collaboration to design programs and school materials on bilingual education for primary and secondary students who speak Shipibo-Conibo and improve local public schools in the Peruvian Amazon.

Mariana Varese (Peru), *Tropical Conservation and Development. Center for Latin American Studies. University of Florida*: Strategies for increasing collaboration among communities, NGOs, and local government to provide incentives for small-scale landholders to expand ecologically sound agricultural production and improve natural resource management in the southern Peruvian Amazon.

Patrice A. Wagonhurst (U.S.A.), *(dual Master's degrees) Community Health Sciences. School of Public Health: and Latin American Studies. Latin American Center: University of California at Los Angeles*: Supporting collaboration among communities, NGOs, and local government health agencies to expand the participation of rural Quechua women in health program evaluations and to improve local health services in indigenous communities in Bolivia.

Stefanie D. Wickstrom (U.S.A.), *Political Science. University of Oregon*: Promoting local collaboration among indigenous communities and government agencies to foster local natural resource management in rural Panama.

Rodolfo A. Zúñiga (Costa Rica), *Natural Resources. College of Agriculture and Life Sciences. Cornell University*: Role of women in community-NGO-public partnerships that promote community-based natural resource management in the Guanacaste Conservation Area in Costa Rica.

Review Committee Members:

Antoinette Brown, Ph.D. (U.S.A.): *Research and Evaluation Officer, Office of Learning and Dissemination. Inter-American Foundation.*

Philip Young, Ph.D. (U.S.A.): *Professor (and former Chair), Department of Anthropology: and former Director, International Studies Program: University of Oregon, Eugene.*

For information on fellowships visit the IAF homepage on the World Wide Web at: http://www.iaf.gov

U.S. Universities as IAF Partners

All U.S. universities are eligible to receive IAF grants to support IAF Fellows associated with their respective universities. The following 26 U.S. universities received IAF grants in FY 1998:

American University • Columbia University • Cornell University
Duke University • Georgetown University • Harvard University
Massachusetts Institute of Technology • Michigan State University
New School for Social Research • Pennsylvania State University
Stanford University • University of Arizona • University of California at Davis • University of California at Irvine • University of California at Los Angeles • University of California at Santa Cruz
University of Chicago • University of Connecticut • University of Florida • University of Kentucky • University of North Carolina at Chapel Hill • University of Notre Dame • University of Oregon
University of Pennsylvania • University of Washington
University of Wisconsin at Madison

A Call for U.S. Faculty Members
• *Volunteers Invited* •

Tenured faculty members (must be U.S. citizen) are invited to serve on a volunteer basis as Members of Review Committees in all three IAF Fellowship Programs. If you are interested, please contact the IAF Fellowship Office. For more information and our address, please visit the fellowship section of the IAF homepage on the World Wide Web: http://www.iaf.gov

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Dissemination

Publications by the Inter-American Foundation

Formación de alianzas para el desarrollo sostenible (Prince of Wales Business Leaders Forum, Inter-American Foundation and Kvaerner de México 1999), offers guidelines to practitioners interested in forming partnerships. The chapters, arranged in the sequence of a partnership building process, start with the planning stages, take the reader though the construction of a partnership, and then end with techniques for measuring the impact of partnership activities. Examples of actual working partnerships throughout Latin America and the Caribbean are included (available only in Spanish).

Social Capital, Sustainability and Working Democracy—New Yardsticks for Grassroots Development, Marion Ritchey-Vance, (IAF 1998), is a monograph that explains the Grassroots Development Framework (GDF), which is the IAF's tool for measuring the results of development projects. The article reports on pilot testing, giving samples of the GDF applied to IAF projects. The Spanish version is: *El capital social, la sostenibilidad y la democracia en acción: Nuevas medidas para evaluación del desarrollo de base.*

The Second Inter-American Conference of Mayors, IAF/Organization of American States, Consultation on Local Development (April 16, 1996), is a collection of the conference papers in Spanish and English that address the concept of local development, a discussion that laid the groundwork for the IAF's local development strategy.

Gender and Urban Social Movements: Women's Community Responses to Restructuring and Urban Poverty, Amy Lind and Martha Farmelo, (United Nations Research Institute for Social Development UNRISD 1996), is a collective analysis by the IAF, UNRISD, and the United Nations Volunteers of the gender aspects of women's community action and local governance based on a pool of case studies from the three institutions. The Spanish version is: *Movimientos sociales urbanos y género: Respuestas de las comunidades de mujeres a la reestructuración y a la pobreza urbana.*

Inter-American Foundation Case Studies in Grassroots Development: A Classroom Reader and Teacher's Notes (1995), provides nine case studies of IAF-funded projects that address start-up, expansion, consolidation, and close-out phases of NGO development and other issues facing NGO's in all stages of growth. The Teacher's Notes complement the text by suggesting directions for classroom discussion and possible teaching plans.

A Guide to NGO Directories, 2nd ed. (IAF 1995), offers a listing of NGO directories of 17 Latin American countries and the Caribbean listed by name, publisher, address, telephone and fax numbers, and a brief description of the directory. Spanish version: *Guía de directorios de ONG* (IAF 1995).

New Paths to Democratic Development in Latin America: The Rise of NGO-Municipal Collaboration, edited by Charles A. Reilly, (Lynne Reinner Publishers, 1800 30th St., Suite 314, Boulder, CO 80301, 1995), offers a look at the relationships among municipal governments, social movements, and non-governmental organizations in six Latin American countries. The Spanish version is: *Nuevas políticas urbanas: Las ONG y los gobiernos municipales en la democratización latinoamericana*, edited by Charles A. Reilly, (1994). The Portuguese version is: *Novas políticas urbanas: ONG e governos municipais na democratização latino-americana* (1994). The foreign language editions are available from the IAF.

Cultural Expression and Grassroots Development: Cases from Latin America and the Caribbean, edited by Charles David Kleymeyer, (Lynne Rienner Publishers, 1800 30th St., Suite 314, Boulder, CO 80301, 1994), is a study of 215 projects supported by the IAF over a 17-year period in which forms of cultural expression have been an integral part of a grassroots development approach. The Spanish version is : *La expresión cultural y el desarrollo de base* (Ediciones ABYA-YALA, 1993), available from the IAF.

Health Care for the Poor in Latin America and the Caribbean, Carmelo MesaLago, (IAF 1992), is an analysis of health-care policy in Latin America and the Caribbean region, with an emphasis on creative, grassroots approaches. Spanish version: *Atención de Salud para los Pobres en la América Latina y el Caribe* (1993).

Intermediary NGOs: The Supporting Link in Grassroots Development, Thomas F. Carroll, (Kumarian Press, 630 Oakwood Ave., #119, West Hartford, CT 06110, 1992), is a fieldbased study of non-governmental organizations working effectively in grassroots development.

The Art of Association: NGOs and Civil Society in Colombia, Marion Ritchey Vance, (IAF 1991), describes the evolution of non-governmental organizations in Colombia and their important role today in giving the poor a stake in their society and a voice in how the resources and power of that society are used. The Spanish version is: *El arte de asociarse: Las ONG y la sociedad civil en Colombia* (IAF 1992).

The Small Farmer Sector in Uruguay: A Partnership in Development Cooperation, Cynthia L. Ferrin, (IAF 1989), discusses how small farmers have made a "comeback" with the assistance of cooperatives, marketing, and representative organizations. The Spanish version is: *El sector de los pequeños productores agropecuarios del Uruguay: Socio para el desarrollo* (IAF 1990).

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Development and Dignity, Patrick Breslin, (IAF 1987), is a study of the IAF's first 15 years from the point of view of Latin American and Caribbean observers and grantees.

Bottom-Up Development in Haiti, by Robert E. Maguire, (University of Kansas 1995), stresses the importance of human, rather than simply material, development, and includes a case study carried out in Le Borgne. The Creole version of the book is: *Devlòpman Ki Soti nan Baz nan Peyi Dayiti*. Both publications are available through the Mount Oread Bookshop, University of Kansas, Lawrence, Kansas 66045, phone: (913) 864-4431.

They Know How ... an Experiment in Development Assistance (IAF 1976 and 1991), is a synopsis of insights gained from IAF experience in supporting the initiatives of Latin American and Caribbean organizations during the Foundation's first five years. It documents the effect of a pioneer development strategy accomplished in partnership with, and responsive to, the very people it is meant to help.

Grassroots Development, the journal of the InterAmerican Foundation, reports on the experiences of IAF grantees, and analyzes development issues. The journal is published in English, Spanish, and Portuguese, and is available at no cost to the reader.

To receive Grassroots Development, the current Year in Review, the index, books, or monographs published by the IAF, write to:

Inter-American Foundation
Dissemination Unit
901 N. Stuart Street, 10th Fl
Arlington, VA 22203, USA

Requests for books published by commercial publishers must be made directly to the publisher.

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How to Apply for an IAF Grant

Grant Program for Fiscal Year 2000
(October 1, 1999 to September 30, 2000)

The mission of the Inter-American Foundation (IAF) is to promote sustainable grassroots and local development throughout Latin America and the Caribbean. To that end the IAF awards grants to non-governmental, private, and nonprofit organizations in Latin America and the Caribbean for innovative programs that support self-help, participatory, local development initiatives. The IAF is pleased to announce its grant program for Fiscal Year 2000, from October 1, 1999 to September 30, 2000 and invites institutions in Latin America and the Caribbean to submit applications to obtain grants during Fiscal Year 2000.

As a pioneer in grassroots development, the IAF looks to support programs that can serve as models for improvements in diverse areas, such as agriculture, food production, micro-enterprise development, and education. The purpose of the IAF grant program is to explore new alternatives in development and poverty reduction based on: participation, initiative from the grassroots, and the formation of multi-sector partnerships involving community groups, non-governmental organizations (NGOs) local governments, and businesses. IAF experience has demonstrated that each project can be a catalyst for change, producing results not only for individuals, but organizations and society in general. Therefore, in awarding grants, the IAF looks to support projects that work on a local level, but have the potential to offer lessons and experience to others, beyond that sphere.

Grant applications submitted to the IAF will undergo a competitive review process and be judged according to how they match the Foundation's program priorities of local development, social investment, and the specific criteria indicated below.

Local Development

The IAF defines local development as a participatory process that addresses a wide range of social, economic, and environmental problems or needs within a given geographic territory (municipality, canton, commune, province, district, region, etc.) with the purpose of improving the inhabitants' quality of life. Local development leaders include institutions and organizations acting systematically within a territory to address priority community needs. Examples include local governments, non-governmental organizations, community associations, foundations, churches, educational institutions, and other civil society entities, such as representatives from the private commercial sector and other public or private institutions having a presence in a given location.

Local development is an effective strategy for carrying out sustainable, long-term activities to improve the quality of life of low-income populations and the community in general. Local development is a means of mobilizing local and national resources while strengthening democratic practices and local solidarity. Moreover, it offers citizens the opportunity to develop a common vision and determine priorities for public investment in their community. Local development depends on state reforms that ensure decentralization, open and direct elections of local and regional authorities, and respect for the rule of law. Finally, effective, sustainable local development depends on the participation of the private sector and civil society as full and equal partners with local and regional governments.

The IAF's local development strategy in Latin America and the Caribbean seeks to strengthen the coordination of efforts aimed at poverty reduction through the creation and promotion of alliances, partnerships, committees, and other forms of collaboration among local figures supporting activities designed to achieve direct, tangible results for underprivileged populations. Therefore, proposals can address a range of social, economic, or environmental issues, according to local priorities and must be designed to produce tangible results to benefit the poorest sectors of the area.

Social Investment

For the IAF, social investment constitutes private sector support for social and economic development. Above all, this refers to poverty-reduction initiatives at the local level that improve the opportunities available to all members of society. The concept of social investment gains increasing relevance and importance in a democratic, decentralized context of the free market and trade, amidst macro-economic balances. In Latin America and the Caribbean, the private sector has replaced the state as the main engine of economic growth. Along with this comes a direct responsibility for business to participate actively in promoting economic and social development to reduce poverty.

The IAF seeks to establish alliances with representative private sector organizations to co-finance local development programs. In addition, the IAF is interested in supporting projects that incorporate representatives of the business sector as partners, together with local governments and civil society organizations, in an effort to find practical sustainable solutions to the problems of poverty and environmental degradation.

Criteria for the Analysis of Grant Requests

The IAF will consider proposals that meet the following basic criteria:

- Grant activities must be designed to create tangible results that provide measurable benefits for the poor. The IAF will not consider grant applications that have as their principal objective the performance of studies, research, diagnoses and/or training. Grant activities must be designed to result in specific benefits aimed at improving the conditions of the underprivileged.
- Grant applications must include counterpart funding and support from a local entity belonging to one or more of the sectors participating in the project.

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- Grant applications must identify and describe the sectors or partners participating in the project, such as local governments, non-governmental organizations, churches, educational institutions, community groups, businesses, etc., and the manner of their participation in the project.
- The IAF will give preference to grant applications that demonstrate that diverse local participants have made prior collaborative efforts to form alliances and define priorities.
- Grant applications seeking financing for basic services, such as education, health, environmental protection, and credit, must include in the grant proposal a feasibility study and plan for continuing these services once IAF funding has concluded.
- IAF grants are considered a one-time contribution. The objectives contemplated in the project must be achieved within a predetermined period of time, normally no longer than three years.
- The IAF gives broad preference in awarding grants to organizations that have not previously received IAF funding.
- Local development projects must have the support of local governments and the local private sector. Project proposals must include documentation to demonstrate such support.
- The IAF supports projects throughout most of Latin America and the Caribbean. However, the IAF does not fund projects in Costa Rica, Chile, Uruguay, the English-speaking Caribbean, and Suriname.

Terms for Submitting Grant Applications

The IAF has scheduled two periods or cycles for submitting and processing grant applications for Fiscal Year 2000.

- The First Cycle of Fiscal Year 2000 comprises the period October 4, 1999, to March 3, 2000. To be considered for the first cycle, grant applications must be received at the IAF between July 5, 1999 and October 4, 1999. Grant applications received before or after these dates will not be considered for the first cycle and will be returned.
- The Second Cycle for Fiscal Year 2000 comprises the period March 6 to July 31, 2000. In order to be considered for the second cycle, grant applications must be received at the IAF between December 4, 1999 and March 3, 2000. Grant applications received before or after these dates will not be considered for the second cycle and will be returned.

Original grant applications must be sent directly to:

Inter-American Foundation
Program Office
901 North Stuart Street, 10th Fl
Arlington, VA 22203, USA

The IAF will not accept grant applications submitted by fax or e-mail.

For instructions on the preparation of grant proposals to the IAF, please refer to the *IAF Guidelines for Grant Proposals* on page 42. The guidelines and information on IAF programs and criteria for project financing for local development or social investment can also be downloaded from the IAF Website at http://www.iaf.gov.

Guidelines for Grant Proposals

(Fiscal Year 2000 – October 1, 1999 to September 30, 2000)

I. Executive Summary / Project Purpose

Present a clear summary of the purpose of the proposal, the main participants and the beneficiaries, as well as the partnerships that will carry out the project.

II. Description of the Organization Proposing the Project

A. Describe the organization's mission, structure, and governance.

B. Describe the organization's track record, achievements, and future plans.

C. Describe the organization's institutional capacity to undertake a project such as the one being proposed.

III. Problem to be Addressed by the Project

A. Describe the problem to be addressed by the project and the current situation of the intended beneficiaries.

B. Describe and provide an analysis of the context surrounding the proposed project.

C. Describe the relationship between the organization proposing the project, the problem which prompts the presentation of this proposal, and the intended beneficiaries. Describe the participation of the beneficiaries in the identification of the needs to be addressed by this project, as well as in the design of the project.

IV. The Project to be Carried Out

A. Describe the project, its goals and objectives.

B. List the anticipated project results in tangible and measurable terms, as well as the anticipated impact these results will have on the beneficiaries. Describe the conditions affecting the beneficiaries at the start of the project and the changes which this project will bring about.

C. Describe the project work plan and implementation schedule.

D. List and describe existing partnerships, as well as partnerships to be formed for the implementation of the project, and the role each partner will play in the implementation, financial support and resource mobilization for the project. Describe how the partners will work together in the project.

E. Explain how the project will continue to function after funding from the IAF has ended.

V. Learning Plan

A. Describe what the proponent organization and its partners expect to learn during the course of the execution of the project.

B. Describe the methodology and instruments which will be used to gather results data, and the manner in which project results will be measured.

VI. Budget

The project budget must list, by line item, the amount requested of the IAF, the quantifiable and not speculative counterpart funds to be provided by the proponent of the project, as well as the amounts to be provided by the partners that will participate in the project and the intended beneficiaries. List additional resources which may be mobilized during the course of the project. Counterpart contributions can be stated in cash or in kind (goods or services) provided that these contributions can be verified and quantified.

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